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## THE AMERICAN

## ELEVATOR AND

## GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLVIII

431 South Dearborn Street, Chicago, Ill., October 15, 1929

NO. 4

## Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

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GRAIN DRIERS  
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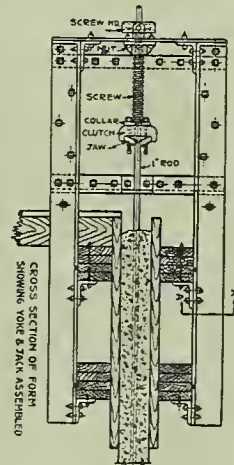
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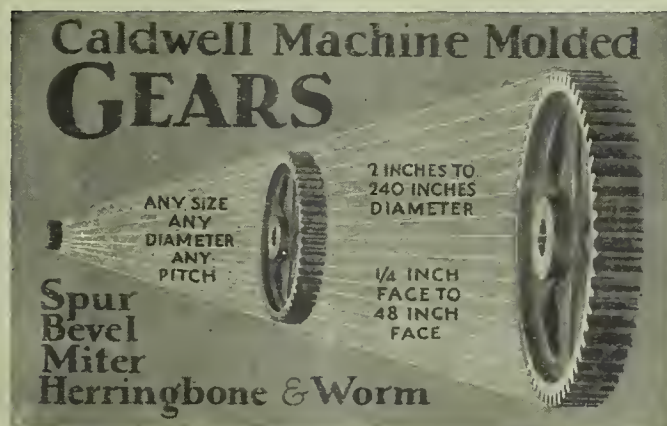
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SCOOP TRUCK

CAPACITY { 200 Lbs. Coal  
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Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars. Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements. Why not order now, and let the Scoop-Truck be giving itself to you?

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PRICE: \$15.00 F. O. B. cars at factory  
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# Another great grain elevator using Diamond-made grain belts



*Red Star Milling Company's three million bushel elevator at Wichita, Kansas. Horner & Wyatt, Consulting Engineers. Machinery (including Diamond Grain Belts), by Webster Manufacturing Company*

**I**N this great plant of the Red Star Milling Company at Wichita, Kansas, one 36" and two 30" 5-ply Diamond Grain Belts receive and handle the grain. The cleaner leg is equipped with a Diamond Elevator Belt, 26" 7-ply, and there is also a 16" elevator belt included in the lay-out.

In all, 3,310 feet of Diamond Belting are used to carry out the purpose of the addition made in 1927, which was to give the company

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Diamond Grain Belts are chosen by acknowledged experts for installations of this sort, because they have age and wear resistance built into them by the use of the best belt fabrics, combined with non-oxidizing rubber compounds. They stand the test of time.

**THE DIAMOND RUBBER COMPANY, INC., Akron, Ohio**

*Supplies the country from these eleven service centers*

Akron - Atlanta - Kansas City - New York - Philadelphia - Dallas  
Boston - Chicago - Los Angeles - Seattle - San Francisco

**T**HIS ADDITION to the storage of the Red Star Milling Company gives this concern a total storage capacity of 3,000,000 bushels. The new section houses one half of this aggregate capacity, that is, 1,500,000 bushels, and gives a larger elevator capacity than any flour mill operating in the Southwest

# Diamond

**RUBBER BELTING**



**HOSE • PACKING**



# One of World's Largest Elevators

## SANTA FE ELEVATOR A

*Is Fully Equipped with WEBSTER transmission  
and conveying machinery*



Santa Fe Elevator A in Kansas City operated by the Davis-Noland-Merrill Grain Co. ranks among the world's largest elevators, having an unloading capacity of 200 cars and a loading capacity of 250 cars within a normal working day. Its total storage is 6,000,000 bushels.

This huge house is equipped throughout with WEBSTER machinery. It is one of the most economically operated houses in the world and WEBSTER equipment is largely responsible for its economy in operation.

*WEBSTER equipment is patterned with care and well designed,  
and the most durable that can be manufactured  
It is the standard for elevator equipment.*

### For Over 50 Years

The names of Webster and Weller have been familiar to the grain trade as manufacturers of high grade machinery. During this period most of the large, as well as the smaller Elevators have depended on us for their elevating, conveying and power transmitting machinery.

That it has served its purpose well, is attested by the fact that when an elevator increased its capacity, Webster or Weller machinery was usually specified.

Because it is better fitted and more carefully designed it reduces installation costs and difficulties; also reduces renewal and repair bills.

### A Few of Our Products

Apron Conveyors	Elevator Boots	Power Shovels
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Screw-Conveyors	Elevator Spouts	Hangers
Bucket Elevators	Malleable Chain	Sprockets
Elevator Buckets	Friction Clutches	Gears
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*For equipment plans for your project, consult with us.*

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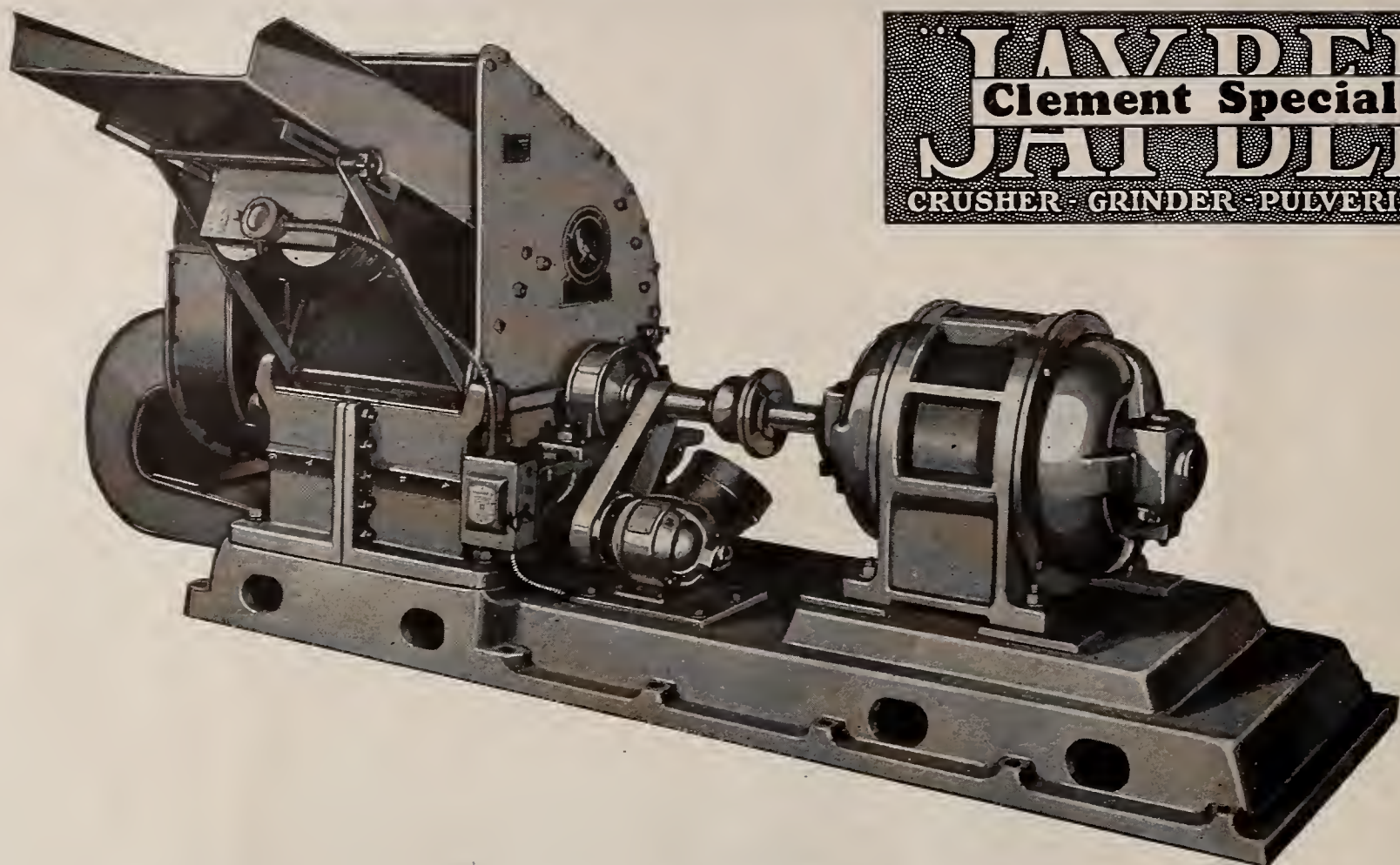
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Clement Special  
**HAMMER MILL**  
CRUSHER - GRINDER - PULVERIZER

*The Undisputed Low Cost Big Capacity Champion Grinder*

**6640 Lbs. Oats through  $\frac{1}{8}$ " screen—18500 Lbs.  
Shelled Corn through  $\frac{1}{8}$ " screen per hour—75 H.P.**

**Capacities of 7,800 pounds of Oats thru  $\frac{1}{8}$  inch  
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Proof of "Jay Bee" unequalled low cost big capacity grinding is again shown in the above capacities obtained by Deshler Roller Mills, Deshler, Nebraska (oats grinding) and Flanley Grain Company, Sioux City, Iowa (corn grinding).

The "Jay Bee" mill stands up. It will stand the hardest abuse for years. Heavy boiler plate steel construction makes it practically indestructible. Made by the largest hammer mill manufacturer, the Bossert Corporation, Utica, N. Y., who know how to build feed grinders, have made more hammer mills than any other manufacturer, and who give you the most for your money. *Over 12,000 installations prove "Jay Bee" superiority.*

Sizes and styles to met every grinding requirement: from 12 H.P. to 100 H.P. for belt, V-belt, or direct connected drives. Write for literature and complete details.

### **Puritan "Jay Bee" Molasses Mixer**

The only Molasses Mixer made that will mix cold molasses in any proportion without balling the molasses. As nearly perfect as science and mechanical skill can produce. Its efficiency and capacity are in keeping with the undisputed superiority of the World Famous "Jay Bee" mill.

*Write for literature*

### **A Business Builder**

Not only does the "Jay Bee" excel in low cost per 100 pounds grinding, but also in quality of grinding. The grinding is always uniform and cool. The material ground is not darkened, or "off color." This means the finest possible grade of ground feed—the kind that customers will drive 15 to 20 miles to get, passing up other mills on the way that grind for less money per 100 pounds.

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And the beauty of "Jay Bee" grinding is that the "Jay Bee" is always dependable. Nothing clogs or stops the "Jay Bee." The "Jay Bee" will grind just as fine, fast, and satisfactory for many years, as it does the day installed.

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## Grain Conveyor Belting



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# Install *this* motor-

*Approved by the Mutual  
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Dust cannot be prevented. But the fire-danger usually associated with dusty drives *can be* eliminated by using Fairbanks-Morse Type HAC Motors in place of open frame motors. Installation is just as easy because Type HAC Motors require no piping—but what a difference in safety and trouble-free performance!

F-M Type HAC Motors offer the advantages of standard, open frame, ball bearing motors—yet the vital parts are totally enclosed. Cooling is obtained by a fan's forcing air through air jackets surrounding the winding shields.

Fairbanks-Morse Type HAC Motors offer advantages in safety and performance that you cannot afford to ignore. Let us send you complete information before you make motor replacements or new installations where air conditions are severe.

## Forget fire-danger

**FAIRBANKS-MORSE  
MOTORS**



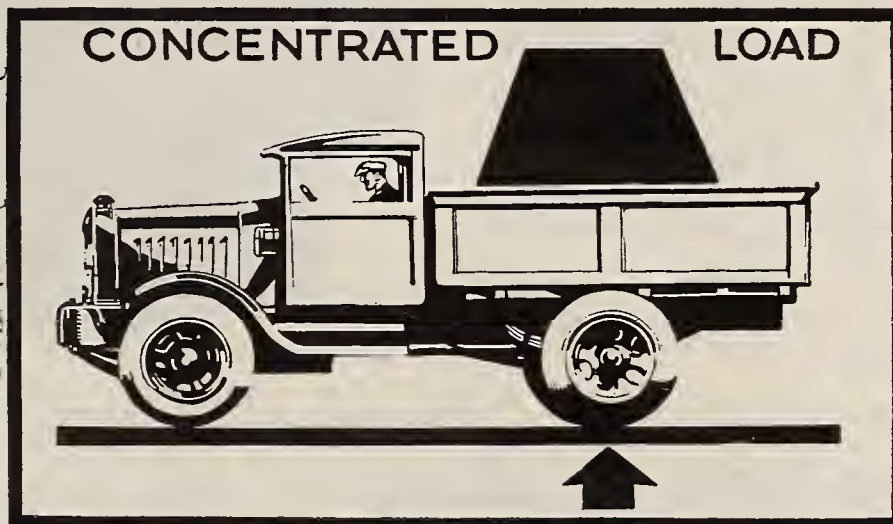
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## There's danger in "shifted cargoes"



### Modern loads demand modern scales

Veteran men of the sea know well the hazard of shifted cargoes—"unbalanced loads." On land, alert business men, too, have recognized a danger in "unbalanced loads," and they are matching changed conditions with modern equipment.

Today, commercial loads are carried in motor trucks. Loads which in days past were evenly distributed between the front and rear wheels of wagons are now tremendously increased and are concentrated (65% to 90%) on the rear axles of trucks. These "unbalanced loads" break down the mechanism of wagon scales and make them unreliable.

Accurate weighing of motorized loads demands such scales as the Fairbanks Type "S" Truck Scale—built for "unbalanced loads," and

designed to record correct weight regardless of where the load is concentrated. Type "S" Scales are built on the same suspended platform construction principle as Fairbanks Railroad Track Scales. They *stay* in adjustment because the load is *suspended from* the knife edges instead of resting upon them. Gravity returns the platform to normal position when loads are removed. Rugged strength more than adequate to withstand sudden impacts and the strain of trucks starting and stopping is built into these scales.

We have prepared information that has proved valuable to men who know that it does not pay to jeopardize profits and goodwill by using obsolete weighing equipment. Your request will bring it by return mail.

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And 40 principal cities—a service station at each house

# Fairbanks Scales

Preferred the



World Over





"Eureka" - "Invincible" Grain Cleaning Machinery



"Steel-Cut" Your Corn—the "Eureka" Way

The dicing process as here best exemplified is the newer way to produce cracked corn. It has superseded all former methods chiefly because the product looks so much more attractive.



A higher yield is secured too—less low grade than from rolls or attrition mills. Cut corn due to the cold processing does not heat and spoil as easily as mill-made cracked corn.

## "Eureka" Corn Cutters

"The Machines That Made Steel-Cut Corn Famous"

"Eureka" Cutters are offered in three sizes:

Junior—1300 to 1500 lbs. per hour.

No. 0—2400 to 3000 lbs. per hour.

No. 1B—6000 to 10000 lbs. per hour.

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CATALOGUE No. 122

## "CASCADE" FEED MIXER

A combined  
Loader, Mixer, Sacker and Packer  
which is

**Ready to Use When You Receive It**

No Elevator or Other Extras Required

Easily and Quickly Installed

**MILLWRIGHT NOT NEEDED**

Because the "Cascade" Is Fitted with Timken Roller Bearings It

**SAVES POWER**

1000-1250 lbs. batch only requires 3 Horse Power.

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"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

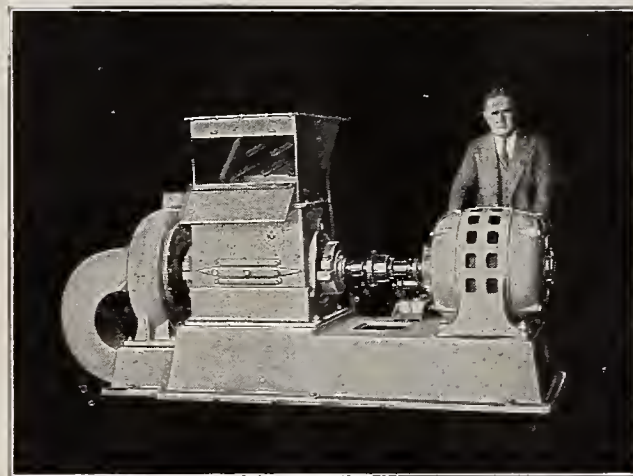




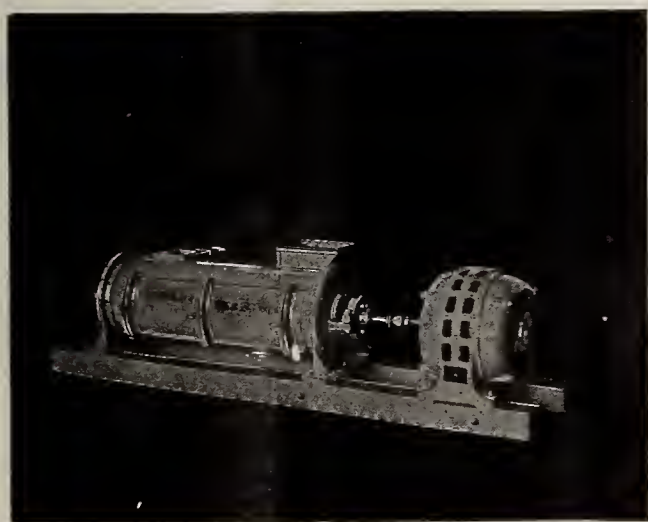
# OUT SHE GOES

This is what the largest Canadian Flour Mills Company said this last month to a hammer mill representative who had put his mill direct connected to a 75 h. p. motor, in competition with a similar sized Miracle Ace direct connected to a 75 h. p. motor. Immediately they telegraphed us to ship them without delay another No. 5 Miracle Ace direct connected to a 75 h. p. motor. This makes three of these No. 5 Miracle Ace Hammer Mills this firm is using on the hardest of grinding, namely, Canadian screenings.

However, that other hammer mill never had a chance of acceptance. The reason being that the Nielsen report on that make of mill shows that it takes 3.3 K.W. of electricity to grind one hundred pounds of oats through a 1-16 inch screen, while the Nielsen Report on the Miracle Ace shows that it takes only 1.56 K. W. of electricity to grind the same amount through the same sized screen. DEMAND A NIELSEN REPORT ON ANY HAMMER MILL YOU ARE LOOKING AT. This is the only unbiased engineering opinion on hammer mills, and you are entitled to it instead of the absurd claims some hammer mill representatives are making.



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This wonderful and revolutionary process for putting cold molasses on feeds has now been recognized by the United States Patent Office in granting comprehensive and covering patents for the cold process to George M. Agee.

In buying this process, which is in operation in forty-two states you are assured of a process that has had all of the mechanical and operative kinks worked out of it. You are also assured, which is most important to you, that you will not be bothered by patent suit for infringement.

Here is the biggest money maker you ever had a chance at in the milling field. Why not have the one in your community before some one else gets it? We will be glad to send one of our demonstrating trucks to your place and show you how easy it is to put molasses on your own feeds with this marvelous process.

Our booklet "THE ONLY WAY TO MAKE FEED" describes the Miracle Ace Hammer Mill and our "MIRACLE SWEET FEED SYSTEM" tells you all about the Miracle Molasses Process. Either or both will be sent to you free on request.

**THE ANGLO AMERICAN MILL COMPANY, Inc.**  
240-266 Kennaday Ave. Owensboro, Ky.

"THE WORLD'S LARGEST BUILDERS OF GRAIN GRINDING MACHINERY"





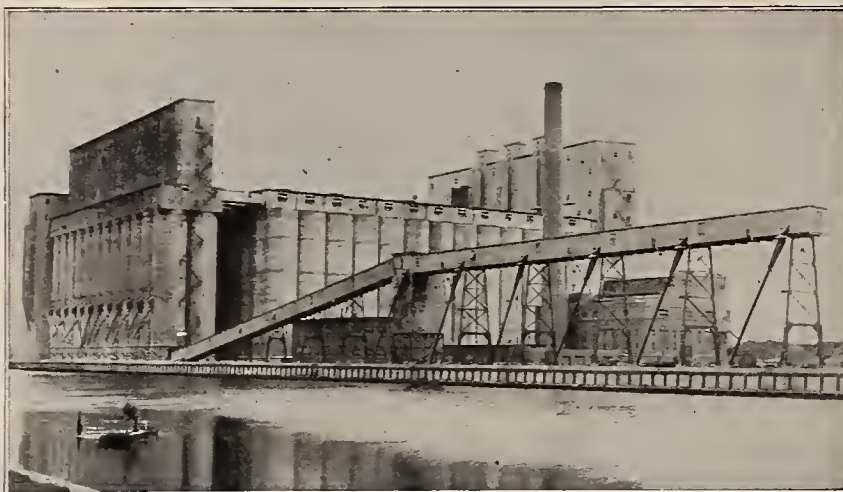
Manchester Ship Canal Elevator  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



Buenos Aires Elevator Co.  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



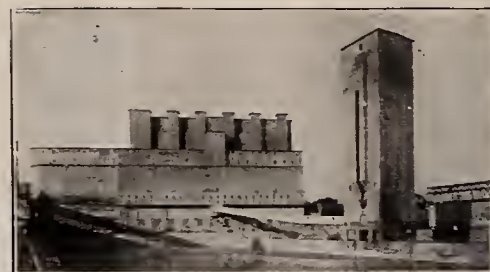
## John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
Completed 1920

### OFFICES:

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Harbour Commissioners Elevator No. 2  
Montreal, Quebec  
Capacity 2,600,000 Bushels  
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Sydney Terminal Elevator  
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Built Elevators  
Assure You  
Economical Design  
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for Rapid and Economical Handling  
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



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Designers and Builders of

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Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

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Adept in the use of moving forms for rapid and economical concrete construction, The M. A. Long Company serves a long list of clients. They include grain elevators and kindred projects. No contract is too large or too small. We invite invitations to bid.

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Elevators



*Send to Department  
G. E. for this port-  
folio of interesting  
photographs which  
visualize, for you,  
the scope of our  
work.*





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*Designers and Builders of*

**GRAIN ELEVATORS, FLOUR  
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*We Have Specialized in*

**CONSTRUCTION IN THIS FIELD FOR  
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*Sketches and Estimates Gladly Furnished*

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## NOW

is the time to make your plans and prepare to take care of next year's crops.

### THE ZELENY THERMOMETER SYSTEM

is being installed in more bins this year than in any previous year of our twenty-five years of installing the system.

### THE ZELENY SYSTEM

because of present day conditions of harvesting grain, has suddenly become a necessary adjunct to an elevator where the capacity of storage is quarter of a million bushels or more.

Tell us how many bins you will want equipped for

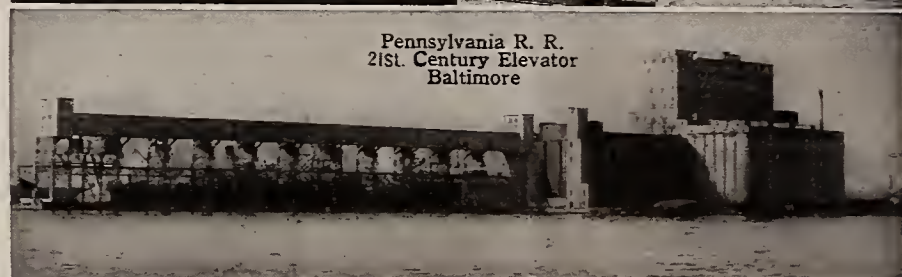
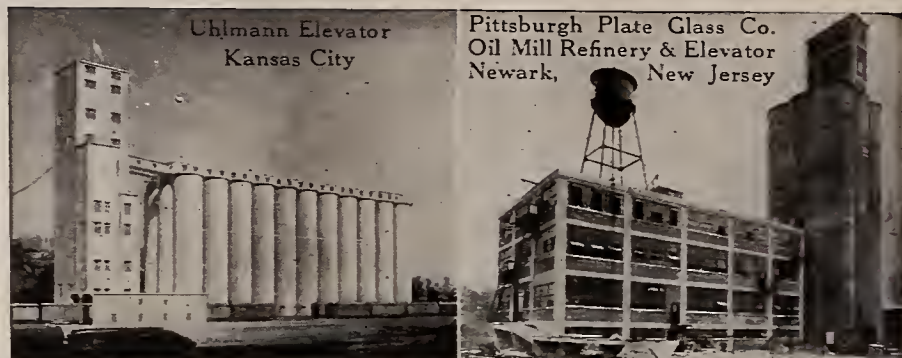
### THE ZELENY SYSTEM

next year, and we will be prepared to take care of your requirements. The price is always the same, depending on the height and diameter of the bins, location of reading instrument room and distance from Chicago.

### ZELENY THERMOMETER COMPANY

542 South Dearborn Street

Chicago, Ill.



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2,500,000 Bu. Elevator

FORT WILLIAM, ONT.

*DESIGNED for the years  
ahead—an advance we  
propose to maintain.*





CAPACITY 800,000 BUSHELS

**THOSE CONCERNED**

Or even casually interested in concrete grain storages notice and usually comment on the accurate alignment, smooth walls, and clean cut appearance of

**POLK SYSTEM BINS**

We Design and Erect

*Send us your inquiries.*

**POLK GENUNG POLK CO.**

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FEED PLANTS**

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For Elevator Construction  
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For the speedy and efficient completion of your new storage project.  
Money can be saved and results insured by this service of:

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Designers of Grain Elevators' Flour  
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PERE MARQUETTE  
PEORIA, ILLINOIS**

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Grain Dealers' Convention  
October 15, 16, 17, 1929**

Headquarters for Peoria's social, civic and business affairs. A beautiful transient and tourist home with cheerful lobby; quiet writing nooks; luxuriously furnished, outside sleep-insuring guest rooms; well appointed dining halls with unsurpassed cuisine and an unusual type of hearty service—all at no more than you have been accustomed to paying for less than Hotel Pere Marquette and its personnel offer. We invite you and your friends to make HOTEL PERE MARQUETTE your Peoria home during the National Grain Dealers' Convention and on your future trips to Peoria, Illinois.

400 Rooms

400 Baths

One person, \$3 to \$5

Two persons, \$5 to \$8

Large, light sample rooms  
\$4.50 to \$7.00

H. Edgar Gregory, Mgr.





# PARALLEL WITH PROFITS

Look behind the greater margin of profit certain feed mills are securing on the milling of scratch feeds, and you will find the Wolf Rotary Cutter.

The progressives in the field are scrapping their obsolete machinery realizing that it is the day of the "survival of the fittest", with the rewards to those equipped to meet competition with modern methods and machinery.

The Wolf Rotary Cutter runs parallel with profits wherever used, because it—

- is inexpensive to install
- provides clean-cut grain of highest quality
- is highly economical in operation
- provides true shearing action
- allows knives and screens to be changed in a few minutes
- never needs adjustment

## THE WOLF ROTARY CUTTER



We shall be glad to send you details that will help you on the road to more profitable dollars. The coupon below will bring it without obligation.

## THE WOLF COMPANY

68 Commerce St., Chambersburg, Pa.

Manufacturers of a complete line of flour and feed mill machinery.

Offices and Representatives throughout the United States.

THE WOLF COMPANY, 68 Commerce Street, Chambersburg, Pa.

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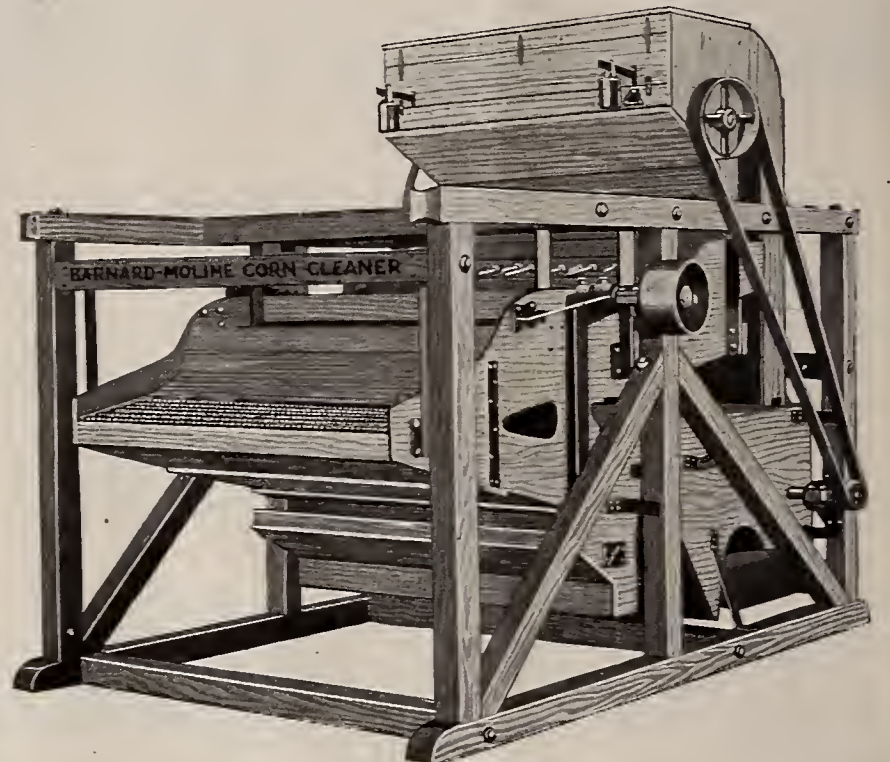
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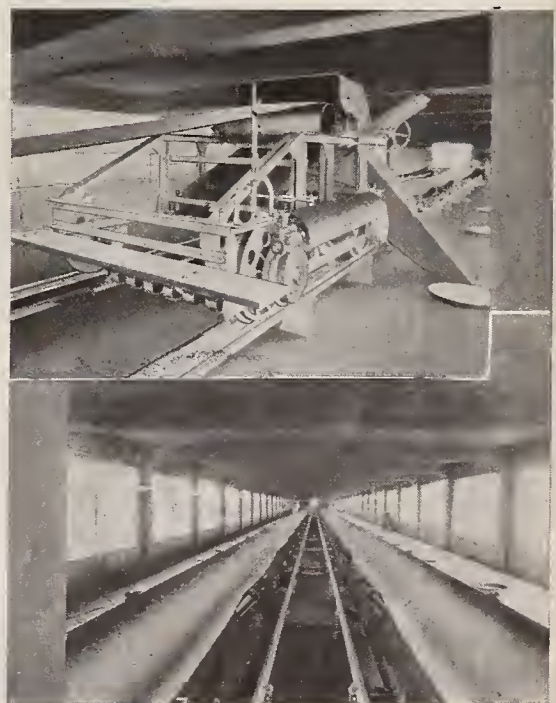
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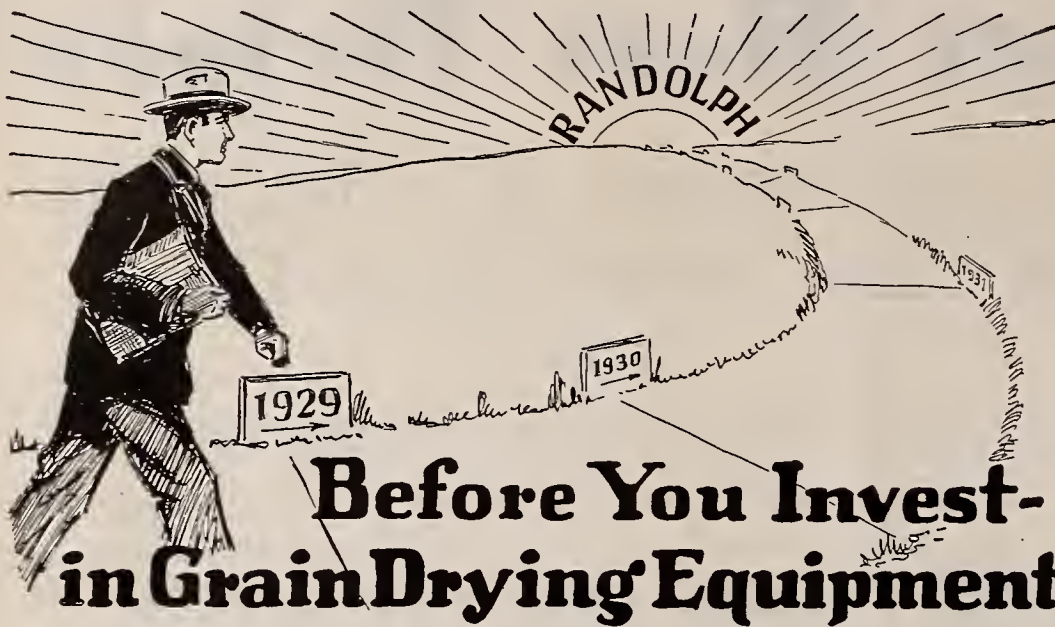
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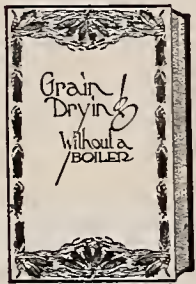
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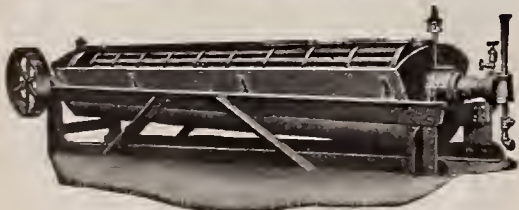
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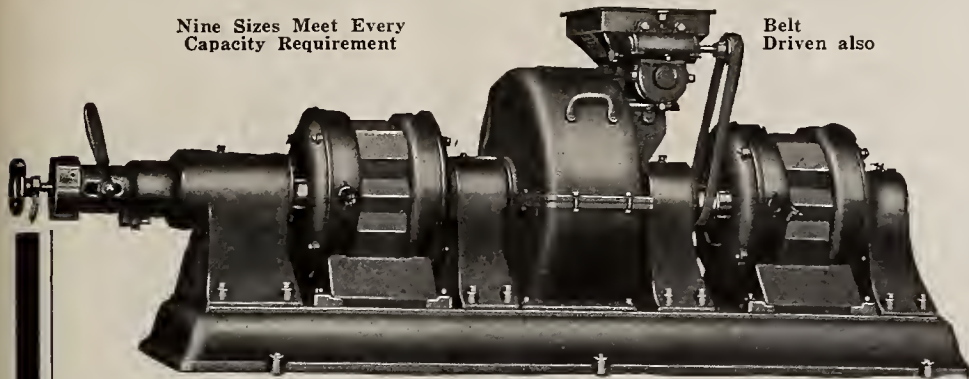
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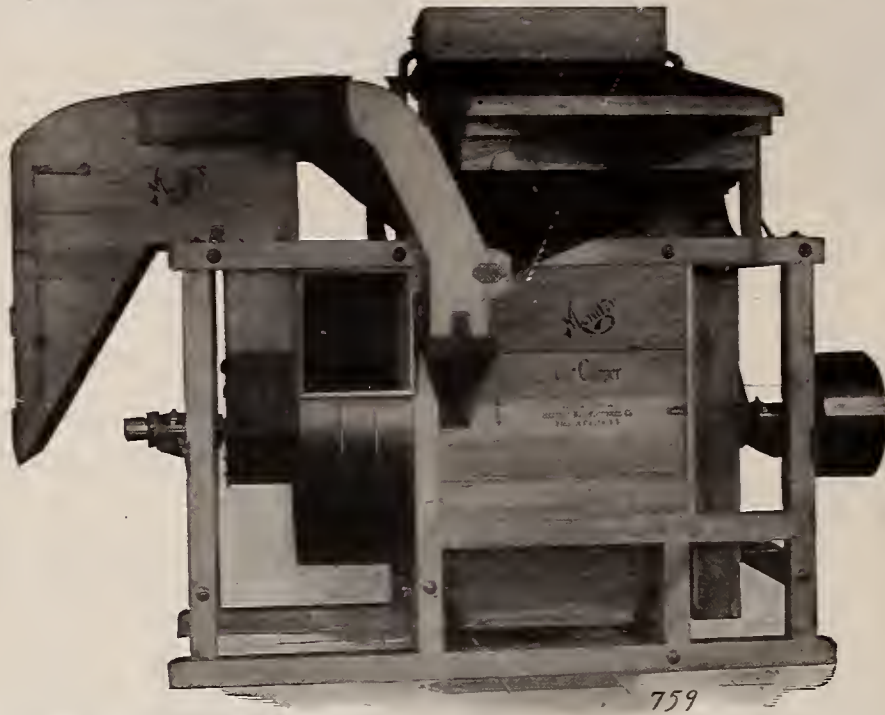
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Established in 1882.



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Established in 1882.

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CHICAGO, ILLINOIS, OCTOBER 15, 1929

NO. 4

# New Peoria Elevator Headquarters for Asia's Americanized Beans

## Storage Facilities for Soy Beans Now Greatest in a District Half Way 'Round the World From Their Nativity

By IVAN L. REVEAL

TEN-THOUSAND miles, as the Zeppelin flies, from the original home of the soy bean in southeastern Asia, stands the world's largest soy bean reservoir. Most of the 1,500,000-bushel storage capacity of the American Milling Company at Peoria, Ill., can be used for soy beans if necessary. This concern's latest addition to its elevator facilities, however, has been erected primarily for the growing bean storage requirements. The new elevator provides for approximately 600,000 bushels of soy beans.

Owners of this elevator figure prominently in the saga of soy bean development in the United States. Acting in conjunction with the Funk Bros. Seed Company, Bloomington, Ill., and a New York organization, the American Milling Company effected a definite price guarantee on soy beans to farmers. Glowing accounts of how valuable a crop the soy bean was, had been of no avail in persuading farmers to devote any considerable acreage to this "furrin" seed. But a definite offer in dollars and cents: Irresistible! So the price guarantee was the magnet that last year drew to Peoria, for example, 700 cars with soy scribbled on their tickets. This year the American Milling Company's basic offer is \$1.35 per bushel, but it is paying more than that and Peoria's receipts may double above the 1928 volume. Whatever the increase is, the shipments are assured of speedy and efficient handling in the new soy bean elevator. The Zeleny Thermometer System installation was completed last July in 29 bins of the soy house. The balance of the company's storage was outfitted with the same system several years ago.

Conveyor buckets, idlers and a great assortment of grain handling equipment were supplied for the bean storage by the Webster-Weller Manufacturing Companies, Chicago, Ill.

The Peoria grain and milling plant is the largest of the several controlled by the American Milling Company. Its other properties in Owensboro, Ky., and Omaha, Neb., now are linked into the largest feed milling organization in the world, Allied Mills,

Inc., H. G. Atwood, president and general manager the American Milling Company, is chairman of the board for Allied Mills. Incidentally, a large suite of offices on the thirteenth floor of the Transportation Building, Chicago, is being opened this month to serve as headquarters for the "allies". J. H. Ball, vice-president and assistant general manager of the American Milling Company, is among the officers quartered there. A. G. Heidrick is the concern's vice-president directly in charge of soy bean operations. Messrs. McDowell and De Haven also are vice-presidents, and T. S. Ely is secretary and treasurer.

If the deep waterway program in which Peoria is involved materializes, this company will be in

land in 1790, and into America some years later, where it was first grown in the Southern States. Its use as a food for man has not become common except in Asia, and it is only within recent years that its value for stock feed has brought it to the attention of grain traders in western countries. The plant delivers, at harvest, a two to five-seeded pod. The seeds vary in color, of course, according to variety.

Some of the advantages claimed for it as a crop by the promoters are, that it grows well on poor or devitalized land, and by its power to assimilate nitrogen from the air, enriches the soil. Soy beans require about the same conditions for growth as corn, but have better powers of resisting drought.

The beans, after being conditioned in the elevator and ground into meal, form a "high-powered" feed ingredient for balanced rations, owing to their richness in protein and fat. Fed in connection with less concentrated feeds and grains having a lower protein content, results have been obtained showing that the soy bean compares favorably in nutritional value with cottonseed meal. The peanut is the only raw vegetable that contains as high a percentage of digestible protein and fat.

Since the beans contain no starch they are sometimes recommended as a food for persons suffering from diabetes; a soy bean bread is manufactured for this purpose. Under the

name of coffee bean, the soy beans have been placed on the market in this country as a substitute for coffee. Will this use as a human food expand, so that even more elevators and mills and farms will have to be dedicated to the Asiatic bean?

### OPERATIVE AND CONSTRUCTION DETAILS OF ALLIED MILLS' NEWEST STORAGE

The new storage wing of the American Milling Company plant at Peoria consists of a battery of 10 pairs of tanks and nine inside tanks which are of the conventional circular type constructed of reinforced concrete, with the inside tanks designed to utilize the space between the main tanks.

All incoming grain and grain products used by



AMERICAN MILLING COMPANY (ALLIED MILLS) PLANT, PEORIA, ILL., DEVOTED TO THE STORAGE AND PROCESSING OF SOY BEANS

a position to make the most of the added shipping routes which the deepened river will make available, as the soy bean grinding plant is adjacent to the main channel. For the present, though, the soy bean seems to be the trade opportunity that outshadows all the rest.

*Glycine hispida*, the fancy name which botanists have given the soy bean, represents a valuable addition to the American grain trade. Its present commercial importance in this country has been prefaced by cultivation in the Far East since ancient times. In some countries, notably Japan, the seed from this leguminous plant forms an important article of human diet. It was introduced into Eng-



the local plants of the American Milling Company are handled through this elevator which is equipped for cleaning and drying all grains in addition to storing them. Two unloading tracks on one side of the elevator with a capacity of 42 cars on the ramps above the loading-in pits, and a loading-out track and a storage track on the opposite side, each with a capacity of 21 cars, comprise the rail facilities, which are connected through the Peoria & Pekin Railway with the 13 railroads entering Peoria. The loading-in tracks and the loading-out track are all under cover and are adjacent to the No. 1 Mill where mixed feeds and domestic corn meal are ground. Car pullers are provided with connections for each track so a minimum of time is necessary to move up another car to the unloading pits.

From each of the four loading-in pits, two belts convey the grain to the workhouse from which 80,000 pounds of corn can be raised in nine minutes. All grain goes through the three Fairbanks Morse Scales which are set above the garner so that they can be filled with new grain while the weighed grain is running out. Thirty-inch belts carry the grain from the distributing room above the bins where Webster Trippers dump it into the bins. Two openings are provided for each bin so that they may be filled to the floor of the distributing room. Outside ventilation is provided for every tank and the Zeleny Thermometer System gives the temperature of each 25 feet in the tanks.

Due to an error in the construction of the drying room the two Hess Driers, of the steam coil and fan type, were set up backwards, according to S. P. Christiansen, elevator superintendent, and as a result function more efficiently than had been

anticipated. These driers, of 60,000 pounds' capacity, supplied by the Hess Warming & Ventilating Company, Chicago, will reduce the moisture content 1 per cent in four and one half minutes. Nearly every conceivable use has been made of these driers, but perhaps the most unique use was the drying of the salvaged soy beans from the elevator of the Funk Bros. Seed Company of Bloomington, Ill., which was destroyed by fire last spring. Some of the cars of these beans were dripping water when they arrived at the unloading pits.

Cleaning equipment which is arranged for the most economical handling of grain, consists of two Monitor Cleaners of 2,000 bushels' hourly capacity, two Monitor Scalpers, two Monitor Screening Machines, two Monitor Oat Clippers, furnished by the Huntley Manufacturing Company, Brocton, N. Y., three Carter Disc Separators for separating oats from wheat, a Prinz & Rau Cleaner which is used to separate wild mustard from screenings, and a Monitor Separator which was designed by a former superintendent of the elevator, which Mr. Christiansen says "will clean anything." An extremely profitable machine is the Prinz & Rau Cleaner, for an excellent market has been found for the wild mustard and hundreds of tons of screenings are purchased for the wild mustard salvage.

Grain is handled to the cleaners through three sets of double legs enclosing bucket type conveyors, and three sets of larger legs while buckets seven by seven by twenty inches, handle the grain from the loading pits to the tanks. Two of these are direct from the tanks and one may be operated either from the spouts or pits.

Grinding and grain cracking equipment consists

of a hammer mill operated by a 150-horsepower electric motor, and two Monarch No. 5 Corn Crackers made by Sprout, Waldron & Co., Muncy, Pa., which during the past summer handled 700,000 pounds of corn daily. All machinery of the elevator is operated by electric motors for which current is supplied from the city power plant.

Nearly every variety of grain used in commercial mixed feeds and all bulk materials for feeds manufactured by the American Milling Company are unloaded at this elevator and all oats, wheat, and barley are cleaned here. Among the materials handled are gluten feed, gluten meal, corn germ oil meal, soy bean meal and linseed meal.

Soy beans, one of the principal commodities handled and used in manufacture by the company, will be stored in the new elevator and the enormous volume of beans used by the company made the new addition necessary. While the bins are nearly filled at the present time, they will be emptied in time to provide storage for the majority of the 1,500,000 bushels of beans contracted for by the company with growers last spring. When the new bins were completed early last month, storage space was in urgent demand and more than 700,000 bushels of corn were poured into the tanks in the first 10 days of operation.

S. P. Christiansen, superintendent of the elevator, has been with the American Milling Company in that capacity for the past 10 years and has been connected with the grain trade all his life. Prior to coming to Peoria he was for 38 years in the grain business in Duluth, Minn., and before that was engaged in the commission business and also operated a country elevator.

## CORN BORER CONGRESS

To combat the common enemy of grain dealers and growers, the European corn borer, technical committees representing five national organizations met for conference during the last week in September at Toledo, Ohio.

The delegates spent their time in making a detailed examination of data disclosed by recent borer research. Control measures to curb the worm's further encroachment on the corn belt were outlined. Anti-borer activities for the 1929-30 season will be patterned on the control program in effect the past year.

## REVERE RESTS IN GRANARY BURYING GROUND

Grain dealers who attended the annual convention of the Grain Dealers National Association last fall in Boston, Mass., had only time to "scratch the



GRANARY BURYING GROUND, BOSTON, MASS.

surface" of the interesting historical treasure there. One of the famous places, not far from convention headquarters, but overlooked by many, is the Granary Burying Ground.

The cemetery has been known by that name since 1737, having taken its title from the municipal granary which stood prior to that date on the site of the Park Street Church property. The old grain warehouse was destined to give way to a sanctuary for some of the most famous of New Englanders. There in the "granary cemetery," in fact, lie most

of the personages of historic Boston. Seven early governors—Bellingham, Dummer, Hancock, Adams, Bowdoin, Eustis, and Sumner rest in it. Peter Faneuil, Paul Revere, the parents of Benjamin Franklin, the victims of the Boston Massacre, Robert T. Paine, signer of the Declaration of Independence, and the first mayor of Boston, John Phillips, all found their final refuge on the granary site.

Mary Goose ("Mother Goose") also was laid to rest in the Granary Burying Ground—on Tremont Street between Beacon and Park.

## FOREIGN TRADE IN CORN NETS GAIN OF 83 PER CENT

An increase of 83 per cent in corn exports in the first eight months of 1929 over the corresponding period of 1928 is noted in a report on grain exports now issued by the Department of Commerce. This increase was due largely to early exhaustion of export stocks in Argentina and subsequent demands for corn from the United States, coupled with the large domestic crop in 1928, which provides corn for the 1929 exports.

The value of corn exports for the first eight months of the year totaled \$31,052,000, compared with \$17,148,000 for the same months of last year, and set a new high record for corresponding periods since 1922, it was stated.

### WHEAT GAINS 18 PER CENT

Wheat shipments for the first eight months of the year amounted to \$61,607,000, compared to \$51,960,000 for the corresponding period of 1928, or an increase of 18 per cent. This grain is attributed to a heavier crop in 1928 than in 1927. Substantial increases are to be noted in exports of rice, attributed to growing markets abroad and increasing domestic production.

The total of exports of grains and grain products for the first eight months of the year was \$185,107,000, compared to \$162,566,000 for the first eight months of 1928.

## GRAIN: LURE FOR INVADERS

Syrian grain has fed the armies of the Greeks, Romans, Persians, Arabs, Turks, and the Jews. For patriots it has been one of the everlasting reasons

for defense, and for the invaders the grain to provide army rations, has been as much of a lure as the strategically situated ports commanding the Mediterranean Sea.

Although the history of Syria is a history of invasions, the changes in that country have been political, rather than economic. The structure of the Syrian grain trade system, for example, is still of a primitive nature. The invasion of modern ideas such as the automatic grain elevator and conveyor have met unyielding resistance. Grain harvesting



A GRAIN KAHN OR SYRIAN "BOARD OF TRADE"

and dealing go on today about the same as they did when Alexander's Greeks pillaged the Syrian grain khans. Surplus grain of the peasantry is hauled to the khan in various types of vehicles, dumped on the ground, and offered for sale with a minimum of interference from middlemen. Grower and consumer meet, and with appropriate gestures of indifference on the part of the buyer, and dismay at ruling prices on the part of the seller, a sale or barter agreement is made.

AGITATION is being stirred up in Canada for legislation to provide for compulsory membership of farmers in the Canadian Wheat Pool. Aaron Sapiro, who was active at one time in organizing pools for farmers in the United States, has been engaged to make talks among farmers in Saskatchewan in behalf of compulsory pool membership.

The grain pools of Canada now control about 55 per cent of the crops. Some pool leaders are opposed to compulsory membership legislation.



# Modern Grain Car Unloader Fully Explained by Expert

## Gives Complete Description of Device and Its Possibilities Together With Manner in Which It Is Used

By E. H. KIDDER\*

THE grain car unloader, recently installed at the Illinois Central Company's new grain elevator at Omaha, Neb., has been handling grain daily since last July to the entire satisfaction of its operators.

That grain car unloaders have come to stay is evidenced by the fact that every large terminal elevator built since 1918, the year in which the Link-Belt Company installed four machines in the Northern Central Elevator of the Pennsylvania Railroad Company at Baltimore, Md., have included grain car unloaders as part of their regular equipment. Also, most of the larger terminal elevators

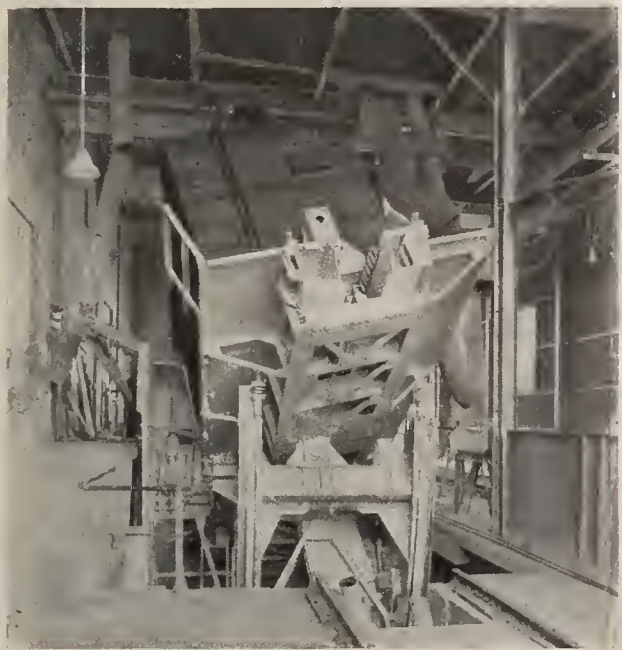


FIG. 1

in Canada built since 1918 have included grain car unloaders.

This Link-Belt unloader is designed to handle standard gauge railway box cars varying in length from 36 feet, minimum overall length, up to 48 feet, maximum overall length, without manual adjustment. It is capable of unloading an average car of wheat, oats or corn in from six to seven minutes, providing the flow of grain is not obstructed by foreign material, such as paper, boards, etc. The unloader consists of a structural steel main bridge or cradle, so mounted on equalized corner rollers as to permit endwise tipping of 40 degrees from the horizontal in either direction, and carries a structural

steel car supporting table so pivoted that the car can be tipped 15 degrees sidewise in one direction. (See Figs. 1 and 2.)

The combined effect of the endwise and sidewise tipping of the car causes the grain to be discharged from the car door opening through a steel chute mounted on the main cradle into a stationary hopper in the pit alongside the unloader.

The main cradle is made up of two semi-circular structural steel girders of 18-foot radius, which revolve on crane rail tires. These circular girders are connected by diaphragms and heavy bracing and carry supports for the door opener, side tilt machinery and chute. The upper table consists of two heavy rolled girder beams reinforced at points of maximum bending movement and connected by diaphragms and bracing. This is shown clearly in Fig. 1. The main cradle is supported on eight cast steel, double-flanged turned rollers, arranged two in tandem at each corner and equalized.

These rollers are carried on hammered steel axles turning in bronze-bushed bearings. The main bearings are mounted on structural steel frames to insure correct alignment. The cradle is driven by 1½-inch cables from two 30-inch diameter cast iron drums mounted on concrete piers. The driving cables are secured to the cradle by spring dead-ends to prevent shocks when stopping and starting the cradle. The drums are driven from a 40-horsepower slip ring intermittent rated, crane type motor through a train of steel spur gears mounted on a cast iron base integral with motor base. The motor for driving the cradle is equipped with a solenoid brake which holds the cradle in any desired position when the current is off.

The upper table carrying the rails is supported on the main cradle by two hammered steel pivot shafts carried in cast steel bronze-bushed bearings. The upper table can be tipped sidewise with the car to an angle of 15 degrees by means of two cast steel gear rack sections mounted in structural steel brackets and driven by cast steel spur pinions from a 15-horsepower squirrel cage motor. The motor is equipped with a solenoid brake on the motor shaft to hold the table in any desired position.

The end clamping machinery consists of two cast steel carriages which travel on guides in the upper table and hold the car against longitudinal movement by contact with the couplers. The clamp carriages are moved and held by steel screws driven by threaded sleeves turning in fixed bronze-bushed bearings. The sleeves are driven by cut-steel spur gearing from a 15-horsepower squirrel cage type

motor. The clamp carriages are arranged to disappear into pits at the ends of the machine when at their extreme outer position, to permit passage of cars on and off the supporting platform.

The door opener is designed to push in the boards forming the grain door after the outer car door is opened. This is shown at the center of the machine over the hopper at the right hand side of Fig. 3. The grain door remains attached to the door opener above the main flow of grain during the dumping operation by means of tool steel pins threaded into the door opener frame. When the car is righted the door opener mechanism is removed from the car and the door deposited on the car floor. The



FIG. 3

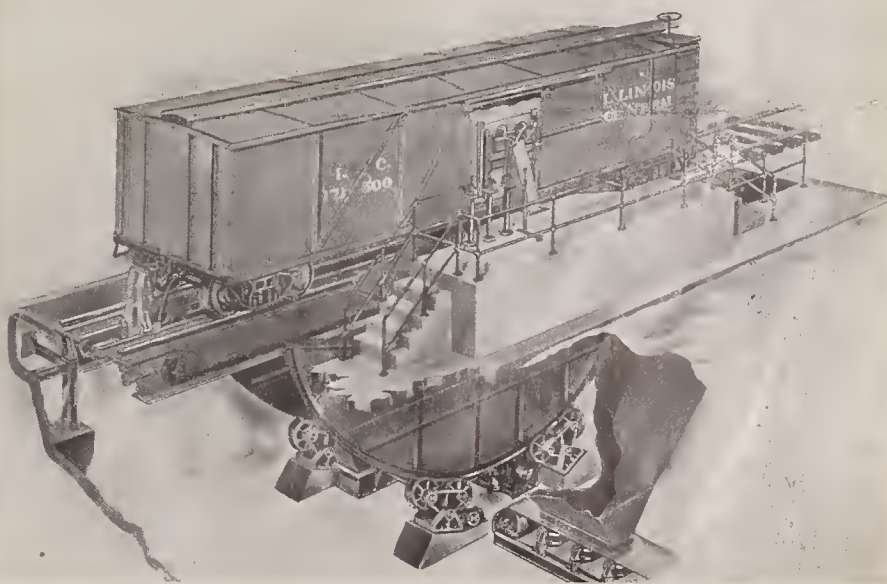
door opener frame is mounted on the main cradle by means of pivoted structural steel levers, and arranged to be pushed against the grain door by a steel screw and threaded sleeve driven through cut-steel spur gears from a 15-horsepower squirrel cage motor. The door opener is adjustable to cars of widths varying from 8 feet 6 inches to 10 feet 6 inches, and with floors at heights varying from 3 feet, 5 inches to 4 feet, 3 inches above the top of rail. The door opener is also arranged to permit the insertion of a steel baffle plate to deflect the grain to the door opening during the last endwise tipping operation of the cycle. The baffle is moved in and out of the car by a three-horsepower motor, controlled from the operator's platform by push buttons. It travels on a carriage in a track supported from the door opener, and is arranged to adjust itself to any position of the car floor.

Four end posts are provided under the ends of the car-supporting platform to carry the weight of a loaded car or locomotive when passing over the dumper. These posts are operated automatically by the end clamp carriages and absolutely eliminate any possibility of an accident due to the failure of the posts being under the ends of the platform when a car is entering.

The operation, briefly, of the grain car unloader is as follows: The loaded grain car is spotted on the platform of the unloader with the outer door of the car open on the dumping side. The disappearing end clamps are simultaneously brought into position in contact with the car couplers and



FIG. 2—SIDEWISE TIP IS FIRST OPERATION



CROSS-SECTION OF GRAIN CAR UNLOADER MECHANISM

\*Designing Engineer, Link-Belt Company, Chicago.



positively center the car on the main cradle. This operation automatically removes the end posts. The grain door is then removed by the door opener, and the car tipped sidewise 15 degrees. The main cradle is next tipped to a maximum angle of 40 degrees to the horizontal in one direction, to discharge the grain from one end of the car. The baffle plate is then inserted through the door opening and the cradle tipped to an angle of 40 degrees to the horizontal in the opposite direction, discharging the grain from the other end of the car. Thus

all corners of the care are cleared.

After the car has been emptied of its load, the car supporting platform with its empty car is again brought to normal position. The door opener is withdrawn, and the end clamps run into their pits, which operation automatically locks the ends of the car-supporting platform. The empty car is then ready to be moved off the platform. With the operating speeds for which the unloader is designed approximately five minutes is required for the complete operation.

## A Summary Concerning Condition Of Current Oat Receipts

### Methods by Which Improvements Can Be Made in Production and Handling of the Crop\*

By FRED G. SMITH

**M**OST of the oats which reach the terminal markets are produced in the northern portions of Ohio, Indiana, Illinois, Iowa and the adjoining territory to the north. Federal grain supervisors, located in the principal oats markets, report that the present oat crop is above average in appearance and is generally dry, but of lower than average test weight per bushel than of the last two crops. The weather was generally favorable during the oat harvest and consequently there has been an unusually small percentage of field damage in the oats arriving in the markets. Since there was less than average rainfall throughout the surplus oats territory, there are very few damp oats coming to market. This indicates that there will be much less in farm storage than during most years in the Ohio, Indiana and Illinois territory. Western Illinois is an exception, since there was over one inch rainfall the week beginning August 5. Considerable amounts of oats from this territory are arriving in the markets damp and heating, due to the rainy weather during harvest.

Samples and reports received at the Chicago headquarters of the Grain Division show crop conditions and inspection performance at any time. In general, the oat receipts in the markets are grading higher this year than the average crop, or during the past year. The percentage of the crop grading No. 2 is more than double last year in several markets and there is much less No. 4 oats being received than last year. As usual, over one-half of the oats fall into the No. 3 grade. This is especially true in the eastern portion of the oats territory in Indiana and Ohio. The movement of the oat crop to market has been retarded by market and storage conditions. This indicates that there are considerable oats which contains excessive moisture in farm storage in the Illinois sections. This grain is likely to become musty and heat damaged in storage.

#### SUMMARY OF OATS RECEIPTS

Supervisor Ingles, of Cincinnati, Ohio, reports that Cincinnati oat receipts are drier than during the past three years and of better color than usual: 34 per cent of the oat receipts at Cincinnati have graded No. 2 this year, which is more than double the five-year average in the market.

Supervisor Prue, of Toledo, Ohio, reports that over 50 per cent of the Toledo oat receipts have graded No. 2, being of excellent color. He reports, also, that red oats have been appearing in the white oat receipts from the territory to the south and east of Toledo.

Supervisor Wesson, of Louisville, Ky., reports that 35 per cent of the Louisville oat receipts are grading No. 2, which is double the average for this market during the past three years. The moisture content of Louisville oat receipts is over 1 per cent less than during the past two years, indicating a crop of excellent keeping quality.

Supervisor Whalen, of Indianapolis, Ind., reports

35 per cent of the Indianapolis oat receipts grading No. 2 during August, and 52 per cent during the first half of September. This is a decided improvement over the previous crop movements. He reports, also, that very few cars have been graded down because of dampness and few have been received in the market in a heating condition. The test weight per bushel is lower than average because of the dry weather preceding the oats harvest.

Supervisor Woolsey, of Peoria, Ill., tells a somewhat different story. This market has received about 17 per cent of No. 2 oats, with more 3's and 4's. This is less than one-half the percentage of No. 2's received in the markets farther east. This was due mostly to a one-inch rainfall during the week beginning August 5. This was the week of heaviest receipts at Peoria and most of the grain graded No. 4 because of moisture in excess of 14.5 per cent. Peoria receipts since that time are drier, but are mostly grading No. 3 because of weather stain. Mr. Woolsey also calls attention to the fact that oats harvested early in August are likely to be damp and may go out of condition in storage.

Supervisor Cannon, of Chicago, Ill., reports that the present oats crop is of very good quality and is arriving at Chicago in good condition. The weight per bushel is from 31 to 33 pounds and the moisture content averages 13.8 per cent. Twenty-two per cent of the Chicago oats receipts are grading No. 2, which is double last year's figure, thus showing a decided improvement in the crop. Only 4 per cent of Chicago oats receipts are grading No. 4 this year in comparison with 11 per cent last year. The early September Chicago oats receipts are of even higher grade. Mr. Cannon reports that considerable mixed oats are received in Chicago, red oats being mixed with white, and suggests that care be exercised in keeping white and red oats separate. Live weevils are also becoming a grading factor in Chicago receipts, indicating that elevator bins are not always thoroughly cleaned before the new oats are placed in storage. Mr. Cannon says, "Watch your oats for live weevils as they will cause your grain to heat, and keep your red and fulgum oats separate from the white oats, thereby avoiding mixed oats grades."

Supervisor Schuler, of Kansas City, Mo., reports that most of the oats arriving in that market are of good appearance, the crop being of good average quality.

Supervisor Miller, of Minneapolis, Minn., reporting for the new oat crop, says that Minneapolis oat receipts are unusually dry and, as a general rule, of good color, being even better than the average crop in that territory. He says, also, that this oat crop is much freer than usual from both weed seeds and wild oats, but often contains a considerable percentage of barley or wheat. The weight per bushel is good but somewhat lighter than last year.

Supervisor Goodnight, of Fort Worth, Texas, reports for the Texas red oat crop that as a result of rain while the oats stood in shock, most of the Fort Worth receipts are now grading No. 3, in appearance being stained or weathered. The moisture content, however, is low. He is of the opinion that

the oats stored in Texas are in good keeping condition.

#### METHODS OF IMPROVEMENT

While this summary of the condition of the oat receipts of the new crop in the markets shows that the grain is of generally good quality and in excellent condition, reports from the oat markets suggest several directions in which improvements can be made in the production and handling of the crop which will result in higher grades and better prices in the markets:

First: Both the Chicago and Toledo supervisors have called attention to the mixtures of red and white oats received in their markets. Mixed oats are worth less than white oats. This can be overcome by sowing pure unmixed seed and especially through greater care in handling the grain to prevent mixing in elevators.

Second: The oat receipts at Minneapolis and Duluth contain more wild oats, other grains and seeds than in other sections of the oats producing territory. This is, to a considerable extent, preventable, and the grades of oats receipts in the northwestern markets will be higher if cleaner oats are produced and marketed.

Third: Live weevils are occasionally present in oat receipts, indicating that they are at work in the oats in farmers' bins. Live weevil in oats cause heating in the bin, which results in further loss through the presence of heat damaged grain. Oats containing over 1 per cent heat damaged grain is graded No. 4, or sample grade. The cleaning of farm and elevator storage before the new crop moves is essential to the control of live weevils.

Fourth: Excessive moisture at the time of the oats harvest, or while the grain is in shock, is the cause of the greatest losses between the field and the market. Fortunately, this year the oats were harvested in most sections in excellent condition. Some oats receipts graded No. 4 on moisture, containing over 14.5 per cent early in August. It is probable that oats of this character are in farm storage in western Illinois. Oats in which moisture is a grading factor, that is, oats which contain over 14.5 per cent moisture, are not generally considered safe for storage at harvest time or during the warmer portions of the year. Such grain needs close attention if serious losses through the development of heat damage and musty odor are to be prevented. Nearly all of the elevators located in the corn belt are equipped with moisture testing apparatus. Farmers harvesting oats which are not thoroughly dry may save themselves considerable loss by having moisture determined at some grain elevator. If the moisture content is around 14.5 per cent, or more, the grain needs careful watching. Extreme care should be taken not to mix tops of bins which have heated, or other out of condition portions, with good oats. This may save a grade or two on many bins of oats.

### TEXAS GRAIN TRADER URGES 13-MONTH CALENDAR

J. Perry Burrus, of Dallas, Texas, well known milling and grain trade executive of the Southwest, is chairman of the United States Chamber of Commerce committee on calendar reform, whose favorable report on changing our 1929-year old calendar, now is receiving consideration from American business. The national Chamber is asking its 1,600 local Chambers to vote on the plan.

Recommendations made by the Texas grain man and the majority of his committee associates, include: (1) Changing the major divisions of the year so that there will be greater uniformity in length; (2) standardizing the relation of week days to the (possibly 13) monthly divisions; (3) providing for the participation of our Government in the pending international conference on calendar reform.

INDEPENDENT country elevators total 10,000 in the United States, according to a general estimate of the Federal Trade Commission.

BARLEY suitable for malting must be pure as to variety, uniform as to maturity, and thoroughly mature.

\*A radio talk over the National Broadcasting Company's chain, given from Chicago, Ill., by Fred G. Smith, of the Grain Supervision Division, United States Department of Agriculture.



# Beauharnois Ship Canal Will Open St. Lawrence Waterway

In Addition, It Will Be Utilized to Produce Power for the  
World's Largest Electric Generating Plant

By EARLE W. GAGE

**I**N PROJECTING the Beauharnois combined power and navigation canal across the peninsula which separates Lake St. Louis from Lake St. Francis, in the St. Lawrence River, the genius of modern engineering skill is creating a miracle-working masterpiece. Not only are the foundations being sunk for the world's largest electric generating plant, but a wide and deep waterway is being carved which will revolutionize transportation in America.

Montreal, the world's leading grain port, handles more grain which originates from United States points than from Canadian. This explains the reason why the completed Beauharnois deep waterway canal should prove of great interest among grain producers and shippers of the United States, who now urgently require a more economical route for the transport of exported cereals, that they may compete successfully with such tidewater producing districts as Australia, Argentina, India and Russia, none of which are required to pay so excessive a tribute to transportation lines as are grain shippers of the United States and Canada, and which, unremedied, continues to place them at a disadvantage in selling on the world's market.

Even in the boasted age of superpower, Beauharnois is destined to become an outstanding example of efficiency and economy in harnessing latent natural resources to do the will of man. Across its ultimate half-mile width will flow the world's greatest concentrated energy—2,000,000 horsepower. Through its waterway will pass ocean-going ships from the seven seas to ports in the heart of the

and industrial progress.

The accompanying map shows in a graphic manner the relationship between the new Beauharnois power and navigation canal and the St. Lawrence River. The upper half shows the potential electric power of the river, by districts, between the eastern end of Lake Ontario and Montreal. This last of the Great Lake chain is 250 feet above the Atlantic and the greater part of the river's fall occurs, as will be seen, in this district, a total of 83 feet occurring in the narrow strip known as the Soulanges Section which immediately follows the 26-mile level Lake St. Francis Section. By simply diverting the water which now rushes over the scenic Coteau, Cedars, Split Rocks and Cascade Rapids, and concentrating its flow at the eastern terminal of the new canal, engineers are able to generate the largest number of electric horsepower anywhere captured.

The superpower electric plant at Niagara Falls boasts a turnout of 600,000 horsepower, while Beauharnois, with its ultimate installation, will be capable of generating three and one-half times as much power in its power plant, stretching more than half a mile across the end of the new canal. Herein, a

will be permanent, a dyke 40 feet wide across the top, its inner surface protected by riprap to provide navigation facilities along this side of the waterway. The south embankment will be of the movable type; that is, a second dyke will be thrown up behind it, at the desired distance to secure needed flow of water, and the first bank moved over back of the new dyke. This will be continued until a canal some 2,700 feet, or a half-mile in width, carrying about 200,000 cubic feet of water, has been excavated and the full head of water is utilized.

The countryside between Lake St. Louis and Lake St. Francis consists of nearly level farmland. Engineers are using a battery of powerful earth-handling and excavating machines to throw up two dykes, 250 yards apart, using the earth between in wall building. When these have been completed the 15-mile distance across the peninsula, powerful sand-sucking machines will go to work, picking up 200 cubic yards of earth and water, until the canal has been dredged the 27-foot depth the entire length.

In excavating this wide ditch, more than 200,000,000 cubic yards, or 5,258,800,431 shovelfuls of earth will be removed, for which less than three years' time will be required. After the initial installation at the power plant, high-tension lines parallel to the waterway will provide current to operate the giant machines which will be used to make further extensions.

Upon the completion of the canal, a set of some 35 sluice gates, or control works, will be put into service at the head of the four rapids in the bed



POWER PLANT ON THE NEW CANAL

American continent, thus providing tidewater facilities to cities removed by 1,800 to 2,200 miles from salt water.

Ever since those first bold pioneer adventurers, in quest of a new short route to China, fared up the uncharted St. Lawrence the strip of land between the two lakes, and the dangerous rapids which leap to the north of it, have acted as a natural barrier to progress. Now these handicaps are to be surmounted by excavating the 15-mile ship and power canal, thus making way for the natural development of a large part of America which has long since suffered for want of more efficient and economical transportation to deliver its surplus products to the markets of the world.

No similar large power project exists. Beauharnois canal, at its eastern terminal, may concentrate the 200,000 cubic feet per second flow of the St. Lawrence into an 83-foot drop, capable of generating in excess of 2,000,000 horsepower. The entire length of the 15-mile canal is as level as a floor, the tremendous latent energy thus being delivered as the water makes its final leap from the canal to continue toward the sea. To the north of the privately operated power plant the Canadian government will erect the series of locks to raise or lower longest freighters over the escarpment represented by the difference in altitude between the two lakes. Thus, the water of the new canal is made to perform a dual function in the promotion of transportation

battery of giant 50,000-horsepower generators, each 68 feet in diameter, may be kept spinning night and day, wringing energy from waters which for centuries have spent their energies upon the rocks in the river bed.

Comparison shows how much more efficiently it will be possible to operate the Beauharnois power plant than any of the four now existing in the same district. These plants, diverting a total of 75,000 cubic feet of water a second, over an average 32-foot head, generate about 255,000 horsepower. The same flow, passing over the proposed 83-foot Beauharnois head, would be ample to produce 700,000 horsepower, according to the estimate of the engineers. Thus, when the time arrives for the necessity of the most economical use of latest energies, it is easy to appreciate that efficient Canadian leadership will insist that the full diversion of the river shall be so used as to secure the utmost in power return.

The initial waterway, now being constructed, will be ample to generate 500,000 horsepower, which is to be increased in units of 50,000 horsepower until the full capacity is secured. A canal nearly 30 feet deep and 800 wide at the top and 600 feet wide at the bottom, will care for a flow of 40,000 cubic feet of water per second. The north bank of this canal

of the river. This will serve to compensate for the diversion into the canal. These gates are to be of heavy steel plate, electrically-operated, each gate having a width of 50 feet.

Although the Canadian government and the Quebec provincial government have reserved rights, which for all time protect the interests of the people of Canada and the United States, in accordance with the specifications of the joint commission, the projection of the canal is to be done by the Beauharnois Power Corporation, whose generating plant will be situated at the eastern terminal. The entire project will cost \$65,000,000, of which sum about \$16,000,000 will be expended in excavating the canal and erecting the parallel earthen embankments. The government will construct needed canal locks for the passage of deep-water craft.

## MONTREAL ENGINEER BEHIND PROJECT

Back of every large project there is a dreamer and a worker. In the case of the Beauharnois project this man is R. O. Sweezy, Montreal engineer and financier, who secured the rights and is president of the corporation which is performing the work and will have in charge the generation and distribution of electric power. W. S. Lee, well-known American engineer, who has probably de-





signed and built more large hydro-electric plants than any other man, is a member of the board of engineers. They are assisted by a large staff of engineers and experts of proven ability in harnessing waterpower and operating efficient canals.

Those back of this project guaranteed satisfactory returns on the investment. Otherwise, hard-headed and conservative private banking interests would not have assumed leadership and necessary capital to have initiated the great project, which is certain to rank among the major engineering achievements of the age. The traffic in ships which would annually pass through the canal, without considering the fleets to and from the Great Lakes chain, would prove ample to compensate for the expenditure of \$16,000,000 for the canalization of the peninsula. But when we have the Welland Ship Canal, to be opened next year, thrown open to traffic, and add to the St. Lawrence traffic the tremendous tonnage which will originate all the way from the head of the Great Lakes chain to Kingston, Ont., and so flow down the river toward the Atlantic we soon appreciate that the Beauharnois canal is destined to form the "neck in the bottle" without parallel anywhere on earth. Through no similar waterway will such a tremendous quantity of cargo pass, in the months which it will be open. The Great Lakes chain, considered alone, represents the world's greatest inland seas, both counting traffic handled and number of ships involved. Each year finds this business extended, steadily pushing toward the Atlantic seaboard. With tidewater ports established at the head of the lakes, it is easy to contemplate something of the tremendous navigation which would result.

In granting the application of the Beauharnois Power Corporation, the Dominion and provincial governments were actuated by a number of considerations. In the first place, the proposed plan for developing the Soulanges section of the St. Lawrence River met with the approval of the engineers of both governments. In 1923, the National Advisory committee, acting for the Dominion to recommend the best method of utilization of the

river's latent resources, reported very favorably upon the deep water development as a whole; at the same time, the committee made the point that in any development, the wholly Canadian section should be undertaken first by private capital. The net upshot of the Beauharnois development, added to the 2,400,000 electric horsepower which Quebec has already developed, means that Canada will enjoy the advantages of low-cost electric service.

The joint board of engineers' recommendations for the development of the St. Lawrence Deep Waterways recommended a development which would have utilized the existing bed of the St. Lawrence. The fact that the United States has a treaty had an influence upon the final recommendations made. Nevertheless, the appendices of the report of the board set forth as a sound and economic alternative for the canal, the route adopted by the Beauharnois interests.

At this time the St. Lawrence canal system is loaded to capacity, whereas, boats are congregated at Buffalo and other points along the New York State Barge Canal, begging for business. The congestion at Buffalo, for example, is on a war-basis, whereas, craft on the St. Lawrence enjoys a boom. Thus, whether politicians or self-seekers will or not, the St. Lawrence route, a demonstrated economic lane to the Atlantic, will continue a leader. With the Welland and Beauharnois canals thrown open, traffic will follow the current to the sea, rather than waste precious days in passing through inland.

It is of interest to note the arrangement which the developing corporation has with the governments. The Beauharnois Power Corporation will, during its entire history, be responsive to the best interest of the government, due to the method selected in making the long-term lease. This return will be made to the provincial government of Quebec by way of taxation for the valuable rights the company receives. Ultimately, the annual revenue will total something like \$550,000. With the eventual development of more than 500,000 horsepower this sum will be increased by \$1 per horsepower for each additional horsepower harnessed.

Then, too, as part of the agreement, the corporation is to furnish the government with the \$16,000,000 navigable canal. The annual interest on this sum will approximate about \$1,000,000. Thus, in return for the 500,000 horsepower development, the Beauharnois Power Corporation will eventually contribute about \$1,500,000 annually, either in the form of rentals, or to meet the interest charges on the canal, which is to be used partly for navigation.

Both the name and the idea of this gigantic project point back to a man who once played a conspicuous role in the drama of the settlement of America, whose name is now practically unknown, even in his own former province. This man was Charles, Marquis de Beauharnois, once governor of New France, who was made Seigneur de Beauharnois on April 12, 1729, 200 years ago. Contemplating the tremendous flow of the St. Lawrence from his seigneurie, it was he who first visualized the latent forces going to waste, and took steps to put them to work for man.

During his lifetime, which terminated in 1749, Charles constructed a small canal which linked Lake St. Louis with the St. Louis River, a small stream flowing into Lake St. Louis. The object of the diversion was to drain some swampy lands and to permit hydraulic development on the St. Louis River. Thus, for the first time water was diverted from Lake St. Francis into the river around the Soulanges section of the St. Lawrence River. These water rights and the small irrigation canal are still in existence, and the day I viewed a section of the canal which was so painfully constructed, by crudest methods 200 years ago, I was reminded of nothing so much as a typical irrigation ditch in the western part of the United States or Canada. In 1902 the original lease to these waters passed into the hands of the present Beauharnois Corporation, which was more recently acquired by R. O. Swezey and associates when they set about effecting the present project. This old charter was simply amended by the Quebec Government to permit a larger diversion directly into Lake St. Louis instead of through the St. Louis River.

## LEARN TO GRADE—ADVICE TO ELEVATOR OPERATORS

If barley is to be graded higher than the feed grades, the country elevator operator must be able to grade accurately and segregate the different grades.

That is the warning of Professor T. J. Harrison, of the Manitoba Agricultural College Agronomy Department, Winnipeg. Discussing the matter further in "Canadian Barley," a new bulletin, he says: "Take, for example, a mixture of good two-row and six-row or Trebi barley, would grade only feed. Growers who have good barely should insist on special binning of the grain, and shipping intact, unless the elevator operator can segregate and make shipments of different grades."

The terminal elevator, says Professor Harrison, should be equipped to remove the black seeds, wild and tame oats, from the barley. Otherwise, much good barley will be degraded because of impurities. Industrial grades also should be segregated and binned separately.

## TEN CENTS A BUSHEL: LOAN BY BOARD TO POOL

Details are now available on the northwestern wheat pool's loan approved last month by the Federal Farm Board. The appeal for cash made by the North Dakota-Montana Wheat Growers Association, headquartered in Grand Forks, N. D., was for a loan on wheat supplemental to that already granted by the Federal Intermediate Credit Bank, St. Paul, Minn.

The advance by the Federal Farm Board is to be 10 cents a bushel, with a provision that the combined sums obtained from the Intermediate Credit Bank and the Farm Board shall not exceed \$1 a bushel. The maximum loan requested by the

North Dakota-Montana Wheat Growers Association is \$500,000. This association is the first to qualify for the supplemental loans which the Farm Board has offered.

George Duis, president, presented the application of the North Dakota-Montana pool.

## PLANO PLANT CHANGES HANDS

The Plano Farmers Co-operative Grain Company of Plano, Ill., has leased the building and bought the stock of coal, building material and other sidelines of Jeter & Jeter of Plano, and will operate



PLANT OF JETER & JETER, PLANO, ILL.

the plant, now being the only grain company in the town.

The grain firm of Jeter & Jeter have operated successfully in Plano for many years and their grain and coal handling facilities have been kept up to date at all times. The accompanying photograph shows the elevator shortly before it changed management.

The co-operative company which took it over on September 1, is owned by 115 stockholders, all members of the community, so that the local interest in the company is broad enough to assure liberal patronage. While the company has a monopoly in

Plano, good roads make certain assurance of fair prices for only a few minutes is required to get to the next town. We wish the new managers of the plant success in their expanded business.

## INVESTIGATION RESULTS TO BE RELEASED SOON

The Federal Government's inquiry into the grain marketing and storage situation at the head of the lakes, as part of the general probe begun at the instance of Gerald P. Nye, North Dakota senator, has been completed by three representatives from the Bureau of Agricultural Economics. Their final report is expected to be released from Washington, D. C. (See editorial on preliminary report.)

E. J. Working, W. J. Kuhrt, and Floyd J. Hasking arrived in Duluth, Minn., late last month to initiate the inquiry. Duluth-Superior grain men were quizzed on marketing methods and storage facilities.

## CORN ON THE HOOF

How one of the large Chicago packing companies helps market the corn crop is outlined in a current advertisement for that firm. Corn worth nearly \$1,000,000,000 was consumed, it is declared, by the livestock bought by this single concern in the last six years.

This means that—in the form of the livestock in question—farmers found a market for more than 1,000,000,000 bushels of corn during that period.

The advertisement claims that "by feeding their corn to livestock, farmers earned 45 per cent more than they would have done if they had sold their crop as corn." The Kansas State Agricultural College reports that corn marketed through cattle increased in value by an average of 45 per cent, on the basis of corn and cattle prices prevailing over the past six years.



# Russ Co-operatives Mobilize For Soviet Grain Trade Drive

## American Type Elevators Loom in Program—Receipts of 600,000,000 Bushels in 1930 Objective of Communist Pool

THE grain collection program being promoted by Soviet officials in the Union of Socialist Soviet Republics—the new Russia—represents only half of the Russian grain trade picture. While envoys of the central grain pool organization have been doing “missionary work” in the grain belt section to speed up shipments of grain, their colleagues in Moscow and other terminal markets have entered into a program of elevator and warehouse building with American plants as their pattern.

The Sojushlebander Elevator, illustrated on this page, is typical of the terminal elevators being erected by the communists. It is located on the outskirts of Moscow, and today, clear of its scaffolding, it stands as one of the post-revolutionary landmarks which distinguish the new Moscow from the same city as it appeared under the regime of the czars. All the new houses are equipped with grain handling devices practically the same as those which have become standard in United States elevators. Power is usually supplied by electric motors. This similarity between American and new Russian storage plants is due, in great measure, to the reports which the industrial envoys of the Soviet government have carried back to their country after extensive world tours.

Current American grain trade publications received in Moscow and Leningrad are translated immediately for the benefit of the Russian grain trade commissars who check each issue for news of the latest improvements in grain handling and grain processing systems. Following the recent publication of an article in this magazine, for instance, dealing with the problem of handling smutty wheat, the Sojushkhele, Russian organization involved in the working out of the state grain trading project, immediately addressed an inquiry to this office asking where the machines described might be purchased.

Thus, through personal “scouting” and through a careful check of news sources, the men charged with putting the Soviet grain handling plants on a modern basis, are well informed on the latest developments in this and other countries. The elevators they have built and are building reflect their alertness.

The full utilization of these modern storage plants, once they are built, depends to a great degree, on the success of the Russian grain co-operatives.

Negley Farsons, foreign correspondent of the *Chicago Daily News*, now headquartered in Moscow, U. S. S. R., gives, in a recent dispatch, an intimate glimpse of the Soviet government's grain procuring program as it is being worked out in the country elevator belt of the middle section of the Volga River valley.

The program is based upon the government's co-operation with the local kolhose members—the producers of grain and other products. The Russian kolhose is the equivalent of the local grain elevator co-operative firm in this country. Producers pool their grain and market it through a central agency, the koholsecentr, operated in Moscow by Soviet officials.

The head of the Soviet grain pool organization and allied projects, has just returned from a field trip into the grain belt. At many points he addressed audiences of co-operatives. The verbatim report of one of these meetings, as recorded by Mr. Farsons, follows in part:

Director of national koholsecentr: “We have come here to help you in your work in the kolhose. Nearly 100 per cent of the population is collectivist (buying and selling co-operatively) in your region. The North Caucasus region, the Ukraine, and Urals are 75 per cent in the kolhose movement.

“We expect to get from the kolhose of the United

Soviet Socialist Republics this coming year 100,000,000 poods (600,000,000 bushels) of grain. We did not think that the kolhose would grow at such speed. Therefore we are rather behind in our work; we cannot provide you with enough agricultural experts and machinery. Individual farmers are not able to supply the market and produce sufficient for export; therefore there is only one way out—the kolhose. The government policy is big collective farming. Industry must meet the collective demand. We are building two big tractor factories—but that isn't enough. In the meantime you are wrong in producing only grain; you must produce more cattle for breeding.”

Question: How shall the sale (of grain, etc.) be organized—locally or through big centers?

Answer: It depends upon what kind of organ-



SOJUSHLEBUNDER ELEVATOR, NEAR MOSCOW, U. S. S. R.

izations there are in your district, that is, elevators, mills, etc.

Q: Who will fix the price of the things we produce—our board or the center at Moscow?

A: The state fixes the price. We cannot permit the local kolhose to fix its own price. Suppose because of your own bad administration you have to pay too much to the drivers for hauling the grain to the elevators—should the state have to submit to that? No. That's why we can't let you fix prices. Only kulaks (independent producers and dealers not in sympathy with the co-operative program) want high prices.

In return for the co-operation of the producers, the government supplies tractors, etc., at half price, establishes schools, maternity hospitals, community laundries and supplies manufactured articles to be sold in local kolhose stores.

### PIT ECHO DOESN'T SCARE THE BAKER, SAYS STUDE

Bakers no longer respond to the cry of “Wolf! Wolf!” when it is sounded in the wheat pit, according to Henry Stude, president of the American Bakers Association. Addressing the fall convention of that organization in Chicago, Mr. Stude declared:

“Last May a lot of men in the Chicago wheat pit stampeded, and the price of wheat dropped below \$1.

The next day every baker in America knew about it. He not only knew about it but he thought about it. He wondered what was going to happen, what was the other fellow going to do. What happened? Nothing. Why? Because bakers have learned to ‘sit steady.’

“For the first time in my recollection of the history of this industry, a decided slump in wheat prices was not accompanied by a decided slump in bread prices—because bakers had been supplied with the result of organized efforts; because they had been supplied with local, intelligent leadership.”

### LOAN EXPERT FOR CO-OPS

At the urgent request of the Federal Farm Board and with the approval of President Hoover, Thomas Hildt, partner of Alex Brown & Sons, of Baltimore, Md., has consented to organize for the board a division to handle its banking operations and to serve temporarily as the board's adviser on banking questions other than the granting of loans which are passed upon and made only by the board.

Mr. Hildt's firm, although interested primarily in financing public utilities and commercial enterprises, has in the past financed co-operative market-

ing organizations among which was a tobacco growers' co-operative association in Kentucky, to the extent of more than \$50,000,000. Mr. Hildt, on behalf of his firm, is said to be doing this for the board as a “public service.”

### ANOTHER LOAN—FOR RICE

The Federal Farm Board has approved a supplemental loan to the Arkansas Rice Growers Co-operative Association, Stuttgart, Ark., which has qualified for a commodity loan from the Intermediate Credit Bank. The supplemental advance is 10 per cent of the market value of the rice, in addition to the amount obtained from the Federal Intermediate Credit Bank. In case of rice contracted by the association for future delivery to a reputable buyer, the board will make an advance which, together with that from the Intermediate Credit Bank, will equal 90 per cent of the contract price.

The supplemental loan made to the Arkansas Rice Growers Co-operative Association is similar to that previously granted the Rice Growers Association of California. All other rice co-operatives qualifying for loans from the Intermediate Credit Banks are eligible for supplemental loans. The loans to rice growers are on a basis comparable to those which are now advanced to wheat and cotton growers.





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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., OCTOBER 15, 1929

### PROSPERITY DEPARTMENT

**T**HINGS are looking up in the grain trade. We weren't sure of it until we looked over a Michigan correspondent's dispatch in this issue, describing one of the smaller elevator companies in the Wolverine state. The capitalization of this concern is only \$15,000, and the grain storage capacity is 1,500 bushels. But there are sidelines—and what is more significant—two treasurers.

There are a lot of so-called big elevator firms that only have money enough to keep one treasurer busy. This note, therefore, of a little 30 by 80 elevator with dollars enough to keep two men busy, seems to come directly under the head of man-biting-the-dog news, as well as fitting snugly into this not too crowded department.

### WHAT THE SUPER-CO-OP MEANS TO THE INDEPENDENT GRAIN TRADE

**C**APITALIZED at \$20,000,000, the National Farmers Grain Corporation enters the American grain trading scene this month. Theoretically, at least, it is to link farmer-owned country grain elevators, farmers' grain sales agencies, and a miscellaneous assortment of grain pools. It is hoped that a million \$20 shares in this project can be sold. With the backing of the United States Government through its Federal Farm Board, this stock should be unloaded more successfully than was that of the other co-operative colossus, the

## THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Eighth Year

\$26,000,000 but ill-fated Grain Marketing Company of Chicago.

Granting that this new super-co-op gets on its feet in time to do its share of business on the 1930 crop, what effect will it have on the independent grain trade? The answer depends on the character of its management. There is no political hocus pocus at Washington, D. C., powerful enough to turn over the business of this nation's grain trading from the skilled hands of the independents to the unskilled hands of farmers or those who theorize for farmers.

If, on the other hand, the independent traders prove inefficient in comparison with the co-ops, there is no magic by which they can hope to retain their hold. The new farmers' corporation is simply another challenge to careful management. Those who heed it have no fear.

### THE PRELIMINARY REPORT

**C**OMPRESSING into two sentences the 10-page report on "the availability of grain storage space at terminal markets," released this month by the Federal Farm Board, the net is about this: The actual availability of grain storage space in a given market is far less than its rated capacity. Northwestern terminal market elevators have been filled up very closely to the limit of their working capacity for the last six weeks.

This makes about as exciting reading as the average preliminary report of the average Governmental investigation.

In appraising the availability of grain storage space, the report points out, consideration must be given to three distinct sorts of availability. They may be called respectively the physical availability, the economic availability and the legal availability. The difference between the total rated storage capacity at terminals and the stocks of grain in storage by no means represents the amount which can be utilized, much less the amount available to parties other than those already in possession of it.

Physical availability concerns the amount of space which it is physically possible to fill up under actual elevator operating conditions if all other conditions are favorable. The rated capacity of an elevator includes all the space in the house and much of this cannot be used, especially if the elevator is to keep itself in position to load grain in and out and to clean and condition it. Under normal operation, about 10 per cent of the elevator capacity is required for working space for cleaning, transferring and conditioning grain.

But to this 10 per cent must be added an amount of bin space which cannot be filled up because of the necessity of keeping different kinds, classes and grades of grain separate. Thus on the average only from 80 to 90 per cent of the total rate of elevator capacity is really available for use even in the case of elevators which are in good condition. Certain older elevators, especially those of wooden construction, are likely to have their capacity limited on account of other conditions.

By economic availability is meant the availability of space with regard to whether it is

economically feasible to use such space as is physically available. In this connection the location of space with regard to places where the grain may be bought and points of probable consumption must be considered in connection with freight rates.

Legal availability concerns the possibility of an agency not in possession of storage space obtaining such space for its own use. Only in public elevators may storage space always be had unless the elevator space is contracted for in advance of the season when it is to be used.

Comprehensive as this initial report is, we wish there might have been appended an informal postscript, noting that no railroad system, no terminal storage setup, and no markets, however generous their proportions, will be able to cope with the traditional avalanche of receipts that follows the American farmers' disorderly production of too much grain.

### REBUTTAL ON THE VALUE OF PROTEIN TESTS

**B**UYERS of wheat who persist in considering the protein test all-important have a liberal education in store for them in the October report of F. J. Birchard and T. R. Aitken. Their study of the protein content of this year's Canadian crop, in the Grain Research Laboratory, shows a number of interesting relationships with regard to grade. In conducting this investigation, around 4,000 samples of contract grades were collected from 100 different districts in Manitoba, 700 in Saskatchewan, and 150 in Alberta.

In each province, samples grading No. 3 Northern were found to have both the highest and the lowest protein content. The very high and the very low protein content of No. 3's may be accounted for by the fact that any sample of wheat may be graded No. 3 Northern for two different reasons: (a) Because it is of low weight per bushel, which means a large number of thin kernels with large bran area that gives a high percentage of crude protein as compared to the inside of the kernel; (b) because the sample of wheat, although of sufficient test weight per bushel, contains a large proportion of starchy kernels, low in protein.

Nineteen per cent protein wheat, then, is not invariably desirable. In spite of this obvious fact, there are those who naively pin their faith to the protein analysis.

The feature of the cerealists' report is that in each province, the maximum protein content of each grade is distinctly higher than that of last year, a high of 19 per cent being recorded for the 1929-30 crop, as against 16 top in 1928-29. But to grain traders who have been forced to index their wheat offers by protein tests to an unwarranted degree, the data on No. 3 Northern are more notable. The final point in the report also fits into the picture drawn by the No. 3 Northern paradox: The average protein content of the wheat in Manitoba decreases with the grade, while the average in Saskatchewan and Alberta is the same for each grade. Protein, as a yardstick for wheat value, is a slyly collapsible measure of value only in the hands of those who recognize its limitations.



## EDITORIAL MENTION

Loan seekers and others interested in the exact whereabouts of the Federal Farm Board are directed to the new address—1300 E. St., N. W. Washington, D. C.—farm relief in a nutshell.

Futures dealings in grain, cotton, and other commodities now are legal in Georgia, and no longer will it be impossible for grain brokers to collect obligations arising from futures transactions.

A North Dakota farmer is planning to duplicate his grain hauling feat accomplished last year when he hitched two 12-foot square grain bins to a tractor, and hauled them to the local elevator. The hard part of the job was unloading.

Competing with the Federal Farm Board for the farmers' loan business are two Minneapolis elevator companies. They are making loans to holders of grain storage certificates as provided under the North Dakota law. If the board always has as good collateral for their loans as the elevators have, they may steer clear of red ink.

It remains to be seen whether a farm relief program, inspired by United States bureau officials whose ideal is the pool market system of Canada, can be made to fit the needs of the United States. Dominion marketing problems are as different from the problems here as Canadian wheat is different from the grain south of the international line.

The United States is Canada's chief source of oats—markedly so this year when Dominion oats turned out to be a very short crop. Germany, however, now bids for a share in this trade. A 5,000-ton offer of oats at 56 cents a bushel is on record in Montreal from a German firm. Such a trade would be unique. As in trans-Atlantic airplane flights, the odds seem to favor a west-to-east movement.

The value of our grain and grain product exports during August, the last month on which the Department of Commerce furnishes figures, amounted to \$30,683,000, and for the first eight months of the year, the total was \$185,107,000, over \$22,000,000 greater than the corresponding total last year. Increased shipments of corn, wheat, and wheat flour account for the spurt which has surprised the pessimists.

Last month the Federal Farm Board approved a loan to all wheat co-operatives which will tax the Government treasury to the probable extent of \$10,000,000. So far, however, only one specific application has been filed—that of the North Dakota-Montana wheat growers for \$500,000. Over \$36,000 of this loan already has been remitted. The first real test of the efficacy of the board's dollars-and-cents medicine will come when the Kansas pool reaches into the grab bag and pulls out enough

to build a new terminal elevator at Wichita. The first large elevator built by a Federal loan will be evidence pointing either to the futility or the merit of Agricultural Marketing Act's provisions which create it. The sooner an "Exhibit A" is erected, the better.

The total yield of food crops this year probably will run about 6 per cent below the 10-year average, on account of the summer droughts, the Department of Agriculture predicts. Heavy production of Hard Red Winter wheat has been chiefly responsible for the wheat surplus problems in recent years. Even if growers in the Nebraska-Kansas-Oklahoma territory were to sow the acreage indicated in the intentions-to-plant report, and if there should be an average abandonment and yields, a large surplus over normal domestic requirements for Hard Red Winter wheat probably would be produced.

### CROSS SECTION NOTES ON THIS ISSUE

*James Reid*, the personality from which sprang a famous variety of corn: Field Seed Department.

*Grain driers* set up backwards but efficiently operating—one of the details studding the soy storage story beginning on the first page.

*First* to be published and the most complete: An illustrated report of the independent grain trade's greatest yearly event—the annual convention of the Grain Dealers National Association—for your permanent files: Beginning on Page 223.

*Another* link for the North American system of deep waterways to float grain marketward: Page 211.

*A cemetery* that made a municipal grain warehouse famous: Page 208.

*Rocked* in the cradle of the newest type unloader, a grain car can be unloaded in half the time it takes an expert to tell the how and why of it on Page 209.

*Grain* that made centuries of military invasions possible: Page 208.

*Thoroughgoing* analysis of this season's oats receipts: Page 210.

*Patterning* a vast national system of grain reservoirs to serve the new Russia, on the modern American elevator: Page 213.

*What* the new "super-co-operative" grain marketing machine means to the independent grain trade, an editorial on the preceding page.

It is not often that straight milling news is of special interest to the grain trade, but A. P. Husband, of Chicago, during his long term as secretary of the Millers' National Federation, has become so widely known both in grain and mill circles, that the announcement of his retirement is noted here. His many friends and acquaintances in milling and the allied industries, hope for his re-entry into the field as soon as his health will permit.

Wherever water barrels, pails, or hand pump extinguishers are located around the elevator in places subject to freezing temperatures, colicium chloride is the old standby which should

be used to lower the freezing point of their contents. Three and a quarter pounds of this chemical per gallon of water is necessary to make an anti-freeze solution for zero weather—but for 20 degrees below zero spells, four pounds and three ounces to the gallon is needed.

The European demand for overseas wheat probably will be about as good as it has been in the past season. The takings are likely to be less than last year but at higher prices. Forecasts and estimates to date indicate that European production outside of Russia will be about 1,370,000,000 bushels, or only about 40,000,000 bushels less than last year. The corn crop of southern Europe is much better than last year. The rye crop in countries reporting to date is also a little larger than last year. France and several of the southern European countries are harvesting larger wheat crops. Larger supplies of corn in the Balkan countries will free more of the wheat for export. Larger supplies of corn and wheat in Italy, Spain and France will reduce the import requirements of those countries. But Italy still will be in the market for Durum wheat from America, and for some other hard wheats for blending. France, Belgium, Germany and the Netherlands also are enforced to join the buying side.

### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

OF AMERICAN ELEVATOR AND GRAIN TRADE, published monthly at Chicago, Ill., for October 1, 1929.

State of Illinois }  
County of Cook } ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the AMERICAN ELEVATOR AND GRAIN TRADE and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.

Editor, Richard Pride, 3523 North Racine Ave., Chicago, Ill.

Managing Editor, Richard Pride, 3523 North Racine Ave., Chicago, Ill.

Business Manager, A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

A. H. Mitchell, 4818 Dorchester Ave., Chicago, Ill.

M. B. Mitchell, Ottawa, Ill.

John W. Mitchell, Washington, D. C.

Sheridan Trust & Savings Bank, Trustee, Estate of John E. Bacon, Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is: (This information is required from daily publications only.)

A. J. MITCHELL,  
Business Manager.

Sworn to and subscribed before me this 23rd day of September, 1929.

[SEAL] W. F. WARRICK,  
(My commission expires May 8, 1932.)



P. E. GOODRICH  
Winchester, Ind.

# NEWS OF THE TERMINAL MARKETS

H. I. BALDWIN  
Decatur, Ill.

## MINNEAPOLIS EXCHANGE ELECTS NEW EXECUTIVES

George P. Case, of Johnson, Case & Hanson, Inc., was chosen president of the Minneapolis Chamber of Commerce at the annual election of officers. Charles T. Stevenson was named first vice-president and Harrison G. Dickey, of F. H. Peavey & Co., second vice-president.

The directors elected are: A. F. Owen, vice-president of the Cargill Commission Company; Frank J. Seidl, president of the Stuhr-Seidel Company; J. C. Wyman, president of the McDonald & Lyman Company; E. E. Mitchell, vice-president of the Great Western Grain Company; George K. Labatt, treasurer of the St. Anthony & Dakota Elevator Company; J. A. Mull, secretary of the Central Elevator Company.

The board of arbitration is composed of Asher Howard, E. S. Ferguson and F. B. Carr; and the board of appeals of C. G. Williams, P. R. Rutherford and R. C. Woodworth.

## S. P. ARNOT RESIGNS FROM GRAIN FIRM

Due to the demands being made on his time incidental to the inauguration of the securities department of the exchange, S. P. Arnot, president of the



S. P. ARNOT

Chicago Board of Trade, has severed connections with Clement, Curtis & Co.

John A. Bunnell, former president of the Chicago Board of Trade, has been elected chairman of an executive committee of 12 members to call upon the heads of representative industrial corporations with a view of urging the listing of their stocks on the Board of Trade.

## CHARLES FAESSLER, GRAIN DEALER, RETIRES

Charles Faessler, who has been manager of the eastern offices of Parrish & Heimbecker, Ltd., grain merchants, has announced his retirement because of ill health. Clayton W. Heimbecker, his assistant here for a number of years, has been chosen to succeed him. The new assistant manager is F. H. Dunford. Both of the latter are experienced operators and well-known to the Ontario trade.

It is regretted by the people in the grain and milling trade around Ontario that Mr. Faessler has been compelled to retire while still a comparatively

young man. Mr. Faessler came to this country from Switzerland, settling in the West, where he joined the Western Canada Flour Mills Company, Ltd. Later he was moved to the Toronto office of that concern and was placed in charge of the flour exporting department. He afterwards left this company to become a partner and Toronto manager of the Parrish & Heimbecker, Ltd., from whose services he is now retiring.

Mr. Fraessler has returned to Switzerland with his family but hopes to return to Toronto next year.

## AMEND CHICAGO RULING

At a meeting held last month, the directors of the Chicago Board of Trade amended regulation 1702 by striking out the words, "floor committee", and substituting "securities committee", so that the regulation now reads as follows:

"1702. UNIT OF TRADING.—The unit of trading in bonds shall be \$1,000 in principal amount thereof.

"The unit of trading in stocks shall be 100 shares; except that in the case of stocks designated by the Securities Committee, the unit of trading may be 10 shares or any multiple thereof.

"Bids or offers for less than the unit of trading shall specify the par value of the bonds or number of shares of stock covered by the bid or offer."

The directors approved the listing of the following securities for trading which began Monday, September 16: Allied Mills, Inc.; Amour & Co. of Delaware; Armour & Co. of Illinois; Brennan Packing Company; Electric Household Utilities; Guardian Investors Corporation; Oscar Mayer; Mining Corporation of Canada; National Recording Pump Company; Quaker Oats Company; Square D Company; Sundstrand Machine Tool Company; United States Cold Storage Company; William Wrigley, Jr.

## NORTHWEST DEALERS ESTIMATE CROP

The wheat crop of the three prairie provinces of the Dominion is placed at 256,196,000 bushels by the Northwest Grain Dealers' Association of Canada, in its latest report. This compares with 269,471,000 bushels shown in the last official report for the three provinces of Manitoba, Saskatchewan and Alberta. The crop in 1928 was 544,598,000 bushels.

Oats production in the three provinces is given as 132,000,000 against 142,912,000 in the official report. The 1928 crop was 297,676,000 bushels. The barley crop is placed at 53,695,000 bushels and rye at 8,083,000.

The grain dealers' report shows 88 per cent of the wheat crop threshed. The Northwest Grain Dealers Association wheat estimate for the western provinces came as a surprise to the trade. There are those who maintain the movement may disclose a larger output.

## VOLUME OF GRAIN FUTURES TRADING IN SEPTEMBER

The Chicago futures market in grain fell off sharply in September from the previous month's mark, a total of 1,548,261,000 bushels being bought and sold, practically a million less than in August. The total was divided among the various grains as follows, for purpose of comparison the August figures for each being shown in parentheses: Wheat, 1,157,203,000 bushels (1,895,818,000); corn, 271,827,000 bushels (418,505,000); oats, 94,664,000 bushels (123,082,000); rye, 24,567,000 bushels (35,457,000).

Average open contracts in futures on the Chicago Board of Trade for September, "short" side of contracts only there being an equal amount open on the

"long" side, were: Wheat, 227,863,000 bushels compared with 114,061,000 in September, 1928, and 218,044,000 in August, 1929; corn, 46,419,000 bushels against 77,168,000 in September, 1928, and 46,998,000 in August, 1929; oats, 47,772,000 bushels compared with 28,562,000 in September, 1928, and 42,208,000 in August, 1929; rye, 15,000,000 bushels compared with 10,431,000 in September, 1928, and 12,377,000 in August, 1929. The average open contract for all grains at Chicago in September was 337,054,000 as compared with 231,222,000 in September, 1928, and 319,627,000 in August, 1929.

## MR. VOLSTEAD GETS THE DECISION

Old Glory remains unsullied. High and dry it is floating majestically atop the new Board of Trade steel outline in Chicago, flaunting another setback in the face of the wets.

Now, study the situation. On one hand there are



HENRY A. RUMSEY

the drys, ably represented by the conscientious and right Hon. Henry A. Rumsey, a former mayor of the thriving suburb of Lake Forest, Ill., and at present chairman of the new grain mart being erected at the foot of La Salle street at Jackson boulevard, Chicago. It was Mr. Rumsey, remember, who purchased the flag.

In the other corner are a dozen or so steel workers who have just anchored the last steel beam at the apex of the structure. You may consider them as the wets.

And now for the conflict. The wets are ordered to raise the flag by the drys. Now, although flag raising may not seem such a dry ceremony steel workers have a quaint old custom that bears a distinct pre-Volstead air, that of toasting Old Glory as it is raised above the highest point of the building.

So one of the steel workers descended from his lofty perch and informed Mr. Rumsey that the chief ingredient of their party was missing. But Mr. Rumsey stood pat on his refusal to place the Board of Trade in a position of breaking the Federal law. The workers then declared they would not raise the flag.

And they didn't. Negotiations were broken off and for a time it looked dark for the drys. But Mr. Rumsey is a diplomat. He called on the officials of the steel company. He spoke of \$10 he had paid a



photographer to take pictures of the flag raising. He reminded them of the almost \$3,000 that grain men had subscribed to the widows of two workmen killed on the building.

And he won out. The flag was raised. The Eighth Amendment is not a failure!

### LAKE SHIPPERS RE-ELECT ALL OFFICERS

At the annual meeting of the Lake Shippers' Clearance Association, Winnipeg and Fort William, Capel Tilt was re-elected president. Mr. Tilt is also president of the Tilt Grain Company, Ltd., of Winnipeg.

All the other officers were also re-elected. They are: H. T. Swart of Hallet, Carey & Swart, vice-president; S. T. Smith, of the Reliance Grain Company, Ltd., Winnipeg, secretary; and C. G. Fields, of Norris Grain Company, treasurer. The three directors are: F. J. Anderson, of the British Empire Grain Company, Ltd., James A. Richardson, of the James Richardson & Sons, Ltd., and L. H. Wolvin, of the Superior Shipping Company. They are all starting another term. James A. Speers, Fort William, continues as general manager while E. G. Beamish will retain charge of the Winnipeg office.

In his address to the association, Mr. Tilt said: "The nineteenth annual meeting of the association shows it to be in sound and healthy condition, and the volume of grain handled the largest since its inception 20 years ago. Vessel shipments for the year ending July 31 were 376,000,000 bushel and rail 10,000,000. Of this, 190,000,000 bushels were loaded to Canadian ports and 186,000,000 bushels to the United States. Canadian vessels carried to Canadian ports 170,000,000 bushels and to United States ports 121,000,000; while United States vessels carried to American ports 166,000,000 bushels and to Canadian ports 19,000,000."

### AN ACTIVE FORCE IN KANSAS CITY

Roland A. Jeanneret is a man who believes in his business. Secretary of the Moore-Seaver Grain Company and first vice-president of the Kansas City Board of Trade, he has contributed a great deal to the activities of both. He is still a young man, both in age and ideas, and the new stock exchange established by the Board in June of this year, a product of the younger element in the grain industry, is staunchly supported by him. Though he disclaims any credit, he was one of the younger executives back of the creation of this exchange and believes firmly in it now that it is in its experimental stage.

The stock exchange, however, represents only a part of Mr. Jeanneret's wide interests. It is doubtful if there is a man in the Kansas City market more keenly interested in the grain business as a whole. He possesses an unusual ability for looking at the grain industry from the standpoint of an impartial observer, and he is as interested in the farmers' problems and the future of agriculture in the Southwest as in his own affairs.

As a member of the Transportation Committee of the Board of Trade for five years, one year of which he was vice-chairman and two years chairman, he testified before the Interstate Commerce Commission on various important rate hearings. His ability to analyze the problems and processes of the grain business in terms readily understood by anyone not directly connected with the business, is brought out forcibly in his transportation committee work. A member of the Interstate Commerce Commission once remarked that he was the first grain man who had ever explained a rate situation so he could understand it. In analyzing any market situation Mr. Jeanneret converts technicalities of his own business into terms that are applicable to any marketing organization—whether it be the farmer's or the manufacturer's—showing that all marketing problems are, basically, much the same in any business.

As first vice-president of the Kansas City Board of Trade, it is very likely that Mr. Jeanneret will next year assume the presidency. He will bring to the president's office the personal friendships and support that are characteristics not only of the firm

but of himself. He is a very popular man on the floor, and his wide activities as a member of the Board give him a rich background for his term in office.

Mr. Jeanneret came with the Moore Grain Company in 1909 from three years in the traffic department of the Long Bell Lumber Company. This, and his previous association with the Kansas City Southern Railway, gave him a variety of traffic experience.

Incorporated as the Moore Grain Company in 1908, the firm became the Moore-Seaver Grain Company in 1911. In 1912 Everett Seaver withdrew to enter the manufacturing drug business in California, and at that time Mr. Jeanneret became secretary.

During his first year as a member of the Board of Trade, which was in 1918, Mr. Jeanneret was elected a member of the Arbitration Committee and was appointed by the president of the Board to serve on the Transportation Committee.

In January, 1926, he was elected to the directorate of the Board for a two year term. At the end of that period he was elected second vice-president of the Board, automatically becoming first vice-president at the beginning of this year. It is almost an invariable rule that the first vice-president assumes the presidency at the end of his vice-presidency.

His progressive ideas make him a staunch supporter of the new stock exchange, which he believes, after a fair trial, will develop Kansas City into an important financial center. It brings to the gateway



R. A. JEANNERET

of the Southwest the facilities and advantages of the New York Exchange.

Within the next five years the exchange will grow to become a large and active stock market, Mr. Jeanneret believes. The fact that a trade in stocks can be made in Kansas City with the same facility and with the same advantages as on the New York Exchange, when it becomes generally known to the public throughout the Southwest, will stimulate trade to a high point.

Mr. Jeanneret has accomplished a great deal for the grain industry by his lucid discussions and analyses of its problems and its work, and will accomplish still more as president. As a member of the Moore-Seaver firm he will, with Harry Gam-mage, carry on its work from where the late Benjamin Moore left off.

### CHARLES HARDING SULLIVAN PASSES AWAY

Charles Harding Sullivan, former director and vice-president of the Chicago Board of Trade, died October 9 in the Washington Boulevard hospital at the age of 58. He was suffering from heart trouble which he had had for over a year when other complications developed. Funeral services were held at the Holy Name cathedral last Friday and burial was in Calvary cemetery.

Mr. Sullivan was a native of Chicago and began his career at the Board of Trade as an office boy for Chamber, Brown & Co. He rose to prominence not only in Chicago but in New York trade circles as

well, maintaining his business connections until his retirement two years ago. His home was at 1041 Rush street.

He was a member of the Edgewater Golf club, the Knickerbocker club, the Lake Shore Athletic club, the Chicago Athletic club and the Knights of Columbus. In addition, he was a trustee of De Paul university.

He is survived by two brothers, Walter J. and Redmond P. Sullivan.

### OPEN NEW PHILADELPHIA EXCHANGE

On October 1, in the presence of 336 of its members, the Commercial Exchange of Philadelphia opened its new securities market in The Bourse. Old Downtown Philadelphia, the business section east of Seventh Street where for more than 100 years centered all the local trading in stocks and bonds, is once again the scene of spirited stock market activity.

From as far back as 1790, seven years after the conclusion of the Revolutionary War, when the Philadelphia Stock Exchange instituted stock trading operation in this country for the first time, until 1913, when the exchange left its Third and Walnut Streets' quarters to take up its new abode at Broad and Walnut Streets, the buying and selling of securities in Philadelphia was confined to the immediate section where the Commercial Exchange now has made ready to begin its stock market transactions.

Hubert J. Horan, president of the exchange, is of the opinion that the new securities means a big revival in business as a whole. The officers are particular in stressing the fact that this new venture will in no way conflict with the activities of the Philadelphia Stock Exchange. Any individual may be a member of both exchanges without infringing upon the rules of either.

The committee on securities of the Commercial Exchange of Philadelphia includes the following: C. Herbert Bell, Albert H. Ashby, Jay Deaville, Hubert J. Horan, Jr., Howard D. Sordon, David McMullin, Jr., P. R. Markley, Geo. M. Richardson.

### DULUTH WINTER STORAGE RATES IN DECLINE

Duluth winter storage rates showed a decline from the eight to eight and one-half cents rate that prevailed recently. Boats loading early this month did so at seven and one-half cents. Those chartered for early November will load at six cents and late November at five and one-half.

The wheat rate from Duluth to Buffalo is two cents a bushel with vessels demanding guaranty of prompt unloading. The Montreal rate is nominally nine and one-half cents but there is little doing, the condition there being so congested that shippers cannot guarantee dispatch. A few days ago there were 47 waiting there yet only three unloaded in two days.

### EXPORTS CONTINUE GOOD AT GALVESTON

Despite the fact that the embargo has been in effect for several weeks, Galveston, Texas, had exported more grain from July 1 to the middle of September, this year, than during the similar period last year.

Exports, which declined during the latter part of September, are expected to be considerably better now that Argentina's surplus is practically exhausted. The modification of the permit system recently granted shippers gives control of shipments but at the same time permits greater freedom in getting grain to ports which have already been sold for export. Car accumulations in both Galveston and Houston continue large.

During a recent week, exports of grain and grain products through the port of Galveston included the following: 15,000 bushel of barley and 8,000 bushel of wheat to Rotterdam; 40,000 bushels of wheat and 210 tons of flour to Bremen; 280,000 bushels of wheat to Greece; 31 tons of flour, 25 tons of Alfalfa meal and 120,000 bushels of wheat to Liverpool.



## TRADE RATHER SLOW AT CINCINNATI

The grain trade has been rather slow in our market during the past week. We find corn rather easy to buy and hard to sell and wheat rather easy to sell and hard to buy; oats don't seem to have many friends.

With the enormous stocks of wheat on hand in the country the cash wheat has made a wonderful gain on the option, and we are experiencing a right good milling demand.—*The Early & Daniel Company, Cincinnati, Ohio, letter of October 11.*

## GOOD WHEAT DEMAND AT INDIANAPOLIS

Receipts in our market have not been very heavy although we are having a fairly good run of corn. Excellent demand for wheat, but a decidedly indifferent demand for oats and a rather poor demand for corn. Consumers of corn are buying from hand to mouth. Most of them figure that corn prices are too high.

Prices obtainable for oats look rather cheap in comparison with the option but everybody seems to be filled up and can't handle them.—*The Cleveland Grain Company, Indianapolis, Ind., letter of October 11.*

## CORN MARKET STEADY

There is nothing particularly new to report about the Peoria situation. We have been having very liberal receipts of corn here nearly every day. The local industries are now using approximately 85,000 bushels daily and, of course, we must have corn and we manage to get it. Prices here have been in good line with other competing markets and the supply of old corn is holding out wonderfully well. Industries do not care to buy new corn yet nor will they be likely to until the supply of old corn from day to day is less than the requirements. It certainly will not be long until new corn will be coming to Peoria. No cars have arrived here yet. There is no special demand for it right now and whatever comes will undoubtedly sell at a good stiff reduction from old corn according to the value of difference in moisture and also expense of drying and handling the corn. However, we expect very shortly to be in good position to receive quantities of new corn. The crop tributary to Peoria, we believe, is a fairly good one and it now looks that if we have good weather for husking that the quality will be generally good.

Oats have been coming in rather light. Elevators here are chucked full and only an occasional car can be sold to get into them. This gives us a little dullness but with light receipts we have been able to take care of them at prices corresponding quite well with other competing markets. We do not see any signs that any great movement of oats will soon more nearly approach futures in values. Holders of elevator oats cannot afford to sell them yet and must get very much nearer the futures values before they will be on the market. This gives us a rather dull shipping situation. We believe, however, that prices here on moderate arrivals will be equal to values in other markets.

No wheat of consequence coming this way. —*P. B. & C. C. Miles, Peoria, Ill., letter of October 11.*

## BRING ACTION AGAINST CHICAGO BROKERS

Action has been brought against the brokerage house of Jackson Bros., Boesel & Co., who were named defendant in seven bills for accounting filed in the Superior court by seven residents of Moline, Ill., customers of Saylor & Wichelman, Inc., bankrupt brokers of Iowa. The plaintiffs seek to recover \$135,000 invested with the bankrupt firm on the theory that it was merely an agent of the Chicago firm.

Saylor & Wichelman, who had offices in five Iowa cities, recently filed a voluntary petition in bankruptcy placing its liabilities at over half a million and its assets at less than \$50,000.

The bills were filed by Attorney Jay Fred Reeve.

The complainants are C. B. Johnson, who claims \$50,000; J. A. Forsberg, \$14,747; S. H. Johnson, \$26,200; Albert Johnson, \$13,531; L. C. Carlson, \$27,470; Fred Mayer, \$5,000; and Nathan Mayer, \$13,563.

## KENTUCKY GRAIN MARKET LOOKS UP

The American Medicinal Spirits Company and the Franklin Distilling Company of Louisville, Ky., and the Glenmore Distilling Company of Owensboro, Ky., have been selected by the United States Government to manufacture whisky, Prohibition Commissioner Doran announced. The three, according to Doran, will make Bourbon whisky. The distilleries to manufacture rye whisky are still to be announced.

The selections were made under the idea of the Government of beginning late this year the distillation of approximately 2,000,000 gallons of whisky annually to replace the stocks in bond, which have dropped to about 8,500,000 gallons.

The program was outlined under the law requiring the prohibition bureau to keep an adequate supply of medical whisky available.

## PLAN MEMBERSHIP ON PRODUCTION BASIS

A revised draft of the Farmers' National Grain Corporation's marketing plan has been submitted to the Federal Farm Board by L. E. Webb, Kansas City, Mo., the secretary of the \$50,000,000 sales organization.

One of the most drastic changes in the revised program is the establishment of a production basis instead of a membership fee. Any farmer raising 2,000 bushels or more of wheat is entitled to join. The original plan was to charge a fee of \$20.

In the event that the plan meets with the approval of the Federal Farm Board the organization will apply for incorporation.

## WIRE ERROR COSTS \$60.50

A net award of \$60.50 has been made by the G. D. N. A. Arbitration Committee No. 4, to F. D. Gill, Minneapolis, Minn., after hearing his case against the Clement Grain Company, Waco, Texas.

The dispute involved a car of feed oats consigned to the Texas firm. Owing to a telegraphic error, the Waco concern unconsciously guaranteed a price of at least 49 cents a bushel. Another angle to the controversy was considered worthy of major emphasis, however, in the committee's summary of the case. "When grain is consigned," according to the trade rule laid down by the committee, "the consignee does not have the right to unload this grain in an elevator for storage for the shipper's account, without first obtaining the consent of the shipper."

## WHEAT SCARCE AT PEORIA

Practically no wheat moving in this territory, and very little in store, most of the dealers having taken advantage of the higher prices in the early crop movement. New Wheat—The planting of Winter wheat is progressing slowly. Some of the wheat put in early is showing a good stand and plowing is still going on for sowing of wheat. We have had several rains in the past week, and this will put the ground in excellent condition. General talk is for an increased acreage.

Receipts of corn, while fair, are not at all burdensome, and the industrial demand is taking care of all the arrivals. Shipping business from this territory is very light. We look for a good demand to continue here, for industrial purposes, with prices which will be in line with other markets. Only one car of new corn has arrived here so far, inspecting Sample grade, 26.5 per cent moisture, test weight 50.7 pounds. This car was not for sale. We note the Government crop report issued the other day makes the crop 70,000,000 bushels larger than the September report. There is no doubt that the excellent weather we have had for the past month has made considerable more corn.

Receipts of oats have been fair and prices in this market are well in line with other markets.

Country offerings are rather light and it does not look that receipts will become burdensome. The demand is only fair, coming mostly from industries.—*Mueller Grain Company, Peoria, Ill., letter of October 11.*

## CHANGES IN MEMBERSHIP

*Boston.*—The following have been elected to membership in the Board of Trade: Harold E. Mellon, Boston Grain & Flour Exchange; W. E. Horne, Canadian National Railway.

*Chicago.*—The following have been admitted to membership in the Board of Trade: Simon Wexler, Charles C. Chaffee, Jr., William G. Harsin, Charles Izenstark, Joseph Frank, Leslie L. Cooke. The following memberships have been transferred: Ernest W. Flender, Otto Waitzmann (estate), John Vesecky, Francis A. Bean, Jr., Charles C. Davis, William B. Fitzgerald. William J. Scott and Mike H. Thomas have been suspended while Alfred F. Geahart has been reinstated.

*Milwaukee.*—E. M. Schneider, Schmidt Milling Company, has been elected to membership in Chamber of Commerce.

*Minneapolis.*—Simon Mayer, of the Continental Grain Company of Chicago, has been admitted to membership in the Chamber of Commerce.

*New York.*—George W. Martin, of the American Elevator & Warehouse Company, and Martin B. Jones, Jr., of M. B. Jones & Co., have been admitted to membership in the New York Produce Exchange. George Jarvis has transferred from a regular to an associate membership.

*Portland.*—New members admitted to the Portland Grain Exchange are Carl Haberlach, the Longview Grain & Elevator Company, and the Pillsbury-Astoria Flour Mills Company.

*Seattle.*—M. Harshman and H. P. Chapman, of the Harshman & Chapman firm, have been admitted to membership in the grain exchange here. Anderson & Fox, stock and commodity firm, have also been admitted. H. J. Barneson & Co. has been admitted to the Grain Exchange.

## TERMINAL NOTES

An unusual thing for this time of year, Baltimore exported no grain during the final week of September.

Joseph B. Bracken, a member of the Kansas City Board of Trade, is recovering from an attack of pneumonia.

Miles Kane, of the Brooks Elevator Company, Minneapolis, Minn., returned recently from a trip to Omaha, Neb.

A. E. Bazen, who recently resigned as assistant traffic commissioner of the Merchants Exchange, has gone to St. Louis.

Lenis Elder, W. R. Elder and Mabel Elder are the incorporators of Elder Bros., Inc., of Indianapolis, Ind., to deal in grain.

Barney T. O'Dowd, connected with the Simonds-Shields-Lonsdale Grain Company, was injured in an airplane crash. He is recovering.

James W. McCulloh has registered for his own account on the Chicago Board of Trade. He was formerly a member of W. E. Hudson & Co.

J. D. Hurlbut, secretary-treasurer of the Toledo Grain & Milling Company, has been made a director of the Security Bank & Trust of Toledo, Ohio.

Harry S. Klein has severed his relations on the Chicago Board of Trade with Bartlett Frazier Co., and is now with W. E. Hudson & Co., Chicago.

Charles Reimer, who recently retired, is succeeded as Baltimore elevator agent for the Pennsylvania Railroad by W. H. Weems of Philadelphia.

Shippers within the area of the Northwest Shippers' Advisory Board are being urged to keep their grain from terminal markets as much as possible.

Early this month wheat stocks in Baltimore elevators was still above the 9,000,000 bushel mark, with weekly exports small and confined to bonded.

The Seattle and Portland Grain Exchanges open at 8 a. m. and close at 11:30 a. m. now. The open-



ing is the same but the closing time is one hour later, due to the change from daylight saving time.

C. A. Cotton, of the Hungarian Mill & Elevator Company, Denver, Colo., spent some time in New Orleans lately conferring with J. S. Waterman & Co.

H. B. Godfrey, member of the Bartlett Frazier Co. of Chicago, grain and provision merchants, visited the Baltimore Chamber of Commerce recently.

O. L. Malo, former president of the Colorado Milling & Elevator Company, has left Denver with his family for New York where he will remain indefinitely.

Walter F. Jaffray, former vice-president of the Commander Elevator Company, Minneapolis, is now associated with Wirt Wilson & Co., general insurance.

Because of the withdrawal of John A. Ludlow, the firm of Connor, Ludlow & Malloch is now known as Connor & Malloch. Mr. Ludlow is now with Charles E. Grim & Co.

Henry Burg, of the Annan-Burg Grain & Milling Company has entered a hospital for an operation on one of his eyes. He is expected to be in the hospital for a week or more.

The receipts of water-borne wheat in the Baltimore market up to October totaled 1,301,000 bushels against 1,266,000 bushel arrived up to the corresponding time last year.

Leslie Ravenscroft, previously connected with Ravenscroft & Co., Galveston, Texas, has changed his registration in the Chicago Board of Trade to Strauss & Co., Dallas, Texas.

Campaigns against smutty seed are being urged upon the members of the Grain Dealers' Association of Oklahoma by crop experts of the Oklahoma A. & M. College at Stillwater, Okla.

A. W. Whitmore, of the James Stewart Grain Corporation, Ltd., has been appointed chairman of the council of the grain exchange division of the Vancouver Merchant's Exchange.

W. R. McCarthy of the Capitol Elevator Company, Duluth, and chairman of the Duluth Grain Terminal Committee, attended a meeting of the joint committee at Minneapolis a short time ago.

Minneapolis ranks first in public elevator stocks of wheat, as reported in the visible supply, with more than 34,000,000 bushels. Duluth is second, Chicago third, and Kansas City fourth.

The Commander-Larabee Flour Company has been incorporated with offices at Minneapolis with B. B. Sheffield, W. H. Sudduth and P. J. Wedge as the incorporators. The capital stock is \$50,000.

James H. Genung, for many years connected with the American Hominy Company, Indianapolis, Ind., is now private secretary to Ernest I. Lewis, chairman of the Interstate Commerce Commission.

The Mullin-Brackett Grain Company recently took over the business of the Exchange Commission Company, Fort Worth, Texas. Both P. J. Mullin and W. C. Brackett have long been connected with the feed industry.

The annual Kansas City Board of Trade golf tournament was held at Excelsior Springs last Saturday and Sunday. Harry Stevenson of the Flour Mills of America, Inc., was in charge of arrangements.

Memberships in the Milwaukee Chamber of Commerce which sold as high as \$1,000 are now reported as selling at \$650. The drop is attributed to unsubstantiated rumors that a securities market will not be established.

R. C. Schiller, former manager of the Occident Terminal Elevator Company, has gone into the general grain commission business on his own account, opening offices in the Duluth Board of Trade Building.

The St. Louis Merchants' Exchange protein laboratory is now equipped for complete analysis on practically all commodities used in the grain and milling industry, among which are protein analyses on both grain and flour, complete analyses of feed-

stuffs, seed germinations, moisture tests, etc. The laboratory, opened February 1 of this year, has analyzed 6,250 samples of grain, feed and flour.

A surprising development at Kansas City was a heavy volume of track deliveries by Omaha and St. Joseph elevators during the last week of September. Eagerness to make additional space at the latter cities apparently stimulated deliveries.

The annual report of the Reliance Grain Company, Ltd., Montreal, Canada, shows a very satisfactory condition, especially in view of the crop situation in western Canada. Profits from operations and from subsidiaries totaled \$1,049,934.

B. R. Harris has been succeeded by William E. Semmer as contracting freight agent for the Chicago, Great Western Railroad to cover the Minneapolis grain and milling trade. Mr. Harris is now assistant general freight agent in Chicago.

The 1929 annual report of the Alberta Pacific Grain Company, Ltd., covering the 12 months ending June 30, has been released at Montreal, Que. As was expected, it showed a fairly substantial increase in earnings and a very healthy financial position.

Howard Vanderslice, head of the Vanderslice-Lynds Company, commission merchants, and also of the Eagle Elevator Company, was dangerously ill last week since suffering from a stroke recently. He has been virtually unconscious since he was stricken. Later: His death is elsewhere reported.

The partnership of Martin & Detchon on the Chicago Board of Trade has been dissolved. Richard J. Martin has registered for his own account while his erstwhile partner, Elliot R. Detchon, has registered as special partner of J. S. Templeton's Sons, Chicago.

W. A. Murphy was elected president of the Winnipeg Grain Exchange, succeeding James A. Crowe. A. P. White and Ernest S. Parker were chosen vice-presidents. The latter is also the new president of the Winnipeg Grain & Produce Clearing Association, Ltd.

All sales of Red Winter garlicky wheat in the Baltimore market shall be understood as carrying domestic freight rate, unless plainly designated otherwise by the seller at the time of making the sale, according to the Board of Directors of the Baltimore Chamber of Commerce.

The following elevator companies have surrendered their charters to the Canadian Government, having merged into other concerns during the summer: Dominion Elevator Company, Searle Grain Company, Home Grain Company, Liberty Grain Company, Saskatchewan Elevator Company.

The Kansas City Feed Club met early this month at the Hotel Baltimore and briefly considered plans for the ensuing year. This was the first meeting since early summer. Another is scheduled for the middle of this month at the same place when it is planned to have a special speaker address the group.

Deliveries on September wheat futures contracts on the Kansas City Board of Trade were fairly heavy the last week in September, being larger than the total for the first three weeks. The aggregate of wheat deliveries was 1,208,000 bushels for the month, while corn tenders were only 24,000 bushels.

The Kansas City Board of Trade anticipating a liberal movement of corn from Iowa points because of the short crop throughout the Southwest, has prepared a booklet of rates on corn from all points in Iowa to Kansas City. A charge of \$1 to members and \$2 to non-members of the Board of Trade is being made.

O. L. Malo, son-in-law of the late J. K. Mullen, and president of the Colorado Milling & Elevator Company, resigned from the directorate after being offered the chairmanship to succeed Mr. Mullen, which he refused. John L. Dower, another son-in-law of Mr. Mullen, was then elected president and Stephen Knight chairman of the board.

Interest in the world series was keenly felt on the Chicago Board of Trade. Early departure of brokers and speculators to Wrigley Field on open-

ing day thinned the ranks to about half the usual size. Split prices, reducing the variations to a sixteenth of a cent a bushel instead of one-eighth of a cent or more, were marked up on the grain quotation blackboards more than usual.

Axel Hansen, formerly with Hansen Produce Company, Inc., New York, is now registered at the Chicago Board of Trade for Hansen & Knudsen, Produce Exchange, New York. Mr. Hansen was a prominent figure in the securities trading on the New York Produce Exchange two years ago.

## TRADE OUTLOOK "NOT CLEAR"

World wheat prices declined in April and May, 1929, but rose precipitously in June and July as the new crop outlook in North America, especially Canada, turned remarkably unfavorable. According to a study recently published by the Food Research Institute of Stanford University, the movement of wheat in international trade was somewhat restricted in April-July, 1929; but net exports for the crop year 1928-29 nevertheless reached a record figure, about 935 million bushels. Extraordinarily heavy stocks of wheat in exporting countries continued to characterize the crop year 1928-29, which closed with by far the largest outward carryover of post-war years. Stocks were also large in European importing countries.

The new crop year thus opens with this huge accumulation of stocks. On the other hand, the Northern Hemisphere crop (ex-Russia, China, and Asia Minor) is among the smallest in recent years. Canada has a notably short crop and the United States a rather small one; but Europe may harvest one of the largest crops since the war, especially in the importing countries.

The outlook for trade and prices is not clear. With the Southern Hemisphere crops not yet made, the international statistical position in 1929-30 will almost certainly prove tighter than those of 1922-24 and 1928-29; but in the absence of extreme crop damage in the Southern Hemisphere it will probably prove less tight than those of 1924-25 and 1925-26. In so far as the international statistical position may be held to dominate prices; the level of international cash wheat prices in the ensuing six months thus seems likely to range well above the levels of 1923-24 and 1928-29, but below the levels of 1924-25 and 1925-26 unless severe crop damage occurs in the Southern Hemisphere. Upon such damage also depends in large part a possible change in existing international price relationships, which are remarkable for unusually high prices of wheat futures in Winnipeg and Chicago as compared with Liverpool and Buenos Aires.

In September-January 1924-25 world wheat prices advanced over 50 cents a bushel. The differences now apparent between the opening weeks of the crop years 1924-25 and 1929-30 are quite as striking as the resemblances, declares the Institute.

## AUSTRALIAN EXPORTS DECLINE

The latest statistical returns from all states in Australia give the total wheat harvest for the 1928-29 season now as 160,771,093 bushels, according to a report from the American Trade Commissioner at Sydney, E. C. Squire, the Department of Commerce announces. Allowing 50,000,000 bushels for domestic requirement, at the middle of June there still remained approximately 26,000,000 bushels available for shipment from Australia before the arrival of the new harvest in December.

FOR the remainder of the crop year, exportation of grain and butter from Soviet Russia is forbidden.

UNFORTUNATE competition, reports Trade Commissioner Dawson, from Berlin, among the Soviet collecting organizations, combined with an acute sack shortage, and opposition of rich peasants to the governments' procuring policy are factors accounting for the sluggish grain movement.



## TRADE NOTES

The Fegles Construction Company, Ltd., engineers and constructors, announce that the general offices of the company at Minneapolis, Minn., have been moved from 529 South Seventh Street, to the new Wesley Temple Building, Grant Street and Stevens Avenue, Minneapolis.

The demand for sweet feeds is a recent development which many feed grinders and mixers have come to realize is a source of material profit. The returns on sweet feed mixing installation has paid high dividends on the investment in most cases and in many instances the profits have quickly covered the entire cost. This is just one of the many angles of the feed business which dealers should investigate before a competitor takes all the cream of the trade.

The Zeleny Thermometer Company of Chicago reports that the Zeleny System has been installed in 48 bins for the International Milling Company (Robin Hood Mills, Ltd.), Moose Jaw, Sask., Canada. This calls attention to the need of this system in our warmer climate when the International Milling Company finds their usefulness as far north as Moose Jaw. Protection against heating grain is becoming recognized as a routine requirement with most elevator managements.

The M. A. Long Company of Baltimore, Chicago, Allentown and Washington, has been awarded another contract, this time for the design and construction of a new 300,000-bushel elevator at Kansas City, Mo., for the Missouri Pacific Railroad Company. The elevator will be complete with drier and cleaning machinery. It will be electrically operated. This contract adds to a long list of elevators which The M. A. Long Company has constructed in the comparatively few years of its corporate existence.

Motors for efficiency and Type HAC Motors for complete protection, is a combination slogan which is becoming recognized as this new type of Fairbanks, Morse & Co., motor is being installed in more and more elevators, with complete satisfaction to the operators. The name of Fairbanks, Morse & Co. of Chicago, has been long identified with the grain industry as makers of accurate and dependable scales, but now it is becoming no less well-known for these HAC Motors which were specially designed for operation in dusty atmospheres.

What is believed to be one of the largest single shipments of conveyor chain ever made was recently shipped from the Indianapolis plant of the Link-Belt Company, consigned to the New Burns, Ore., mill of the Edward Hines Western Pine Company. This shipment consisted of 76,950 feet or 14½ miles of Link-Belt Sawmill Conveyor Chains. Weighing 250,000 pounds, this chain was shipped in three cars. A large quantity of Link-Belt Roller and Silent Chain for transmission purposes was also shipped to this mill. When completed, this Western Soft Pine Mill will be one of the most up-to-date mills in the world and will be a model of efficiency.

### DEMANDS FOR BIG HORSEPOWER

Dealers and custom grinders find that the greatest economy in big capacity grinding is secured through the larger horsepower mills. This is best exemplified by the large feed grinders, who, instead of installing several smaller mills, will install one or more larger grinders.

Take the case of Nutrena Feed Mills, Kansas City, Mo. About a year ago they installed a No. 4 75-horsepower "Jay Bee" Mill. So well has this feed grinder performed that they soon after installed a second "Jay Bee" Mill with equal horsepower. And only last week they installed not only their third 75-horsepower "Jay Bee" Mill, but also a Puritan "Jay Bee" Molasses Mixer, which will mix feed and cold molasses in any proportion without boiling the molasses.

Other specific instances of millers who find that

large horsepower mills pay best are the Globe Grain & Milling Company, Ogden, Utah, and the Missouri Farmer's Association of Springfield, Missouri, who each have installed a 100-horsepower "Jay Bee" Mill. The Missouri Farmers Association has also installed a Puritan "Jay Bee" Molasses Mixer for making molasses feeds. Staley Milling Company and Quisenberry Gold Bond Feed both of Kansas City, Mo., have installed 75-horsepower "Jay Bee" Mills.

Capacities secured on the "Jay Bee" Mill compare favorably with those of other feed grinders operating with the same horsepower. W. E. Pierson, Osceole, Neb., and the Battle Creek Roller Mills, Battle Creek, Neb., both report capacities exceeding 7,800 pounds oats through a ½-inch screen, and 23,000 pounds ear corn, suitable for steer feeding, per hour with a 75-horsepower "Jay Bee" Mill.

Full information on the "Jay Bee" hammer mill, and the Puritan "Jay Bee" Molasses Mixer may be secured by writing to J. B. Sedberry, Utica, New York.

### CHANGES IN LINK-BELT PERSONNEL

From the executive offices of the Link-Belt Company comes the announcement of the resignation of F. B. Caldwell, vice-president of the Chicago plant, on account of poor health. W. C. Carter, formerly vice-president in general charge of production at all



W. C. CARTER

Link-Belt plants, will assume the duties of vice-president and general manager of the Chicago plant.

E. J. Burnell, who was manager of the Pittsburgh office, has been appointed sales manager of the western division, with headquarters at the Chicago plant. Nels Davis, from the Chicago engineering sales force, succeeds Mr. Burnell as manager of Link-Belt's Pittsburgh office.

### DEALERS MAY LEGALLY BUY WHEAT FROM POOL MEMBERS

Provided that a dealer is not informed as to whether or not a farmer is a wheat pool member, grain purchase agreements between the two are legal, according to a recent decision of the Kansas Supreme Court.

Text of the ruling on the case of the Garden Plain Farmers Elevator Company against the Kansas wheat pool and a surety firm, is as follows:

The Kansas Wheat Growers Association commenced an action against the plaintiffs for an injunction to restrain them from purchasing wheat from any member of that association, obtained a restraining order and gave bond in the sum of \$500 with the Western Surety Company as surety. That restraining order was afterward set aside and the action dismissed. The plaintiffs in the present action sued on the bond and recovered judgment, from which the defendants appeal. The defendants demurred to the petition of the plaintiffs and to the evidence introduced by them in support of that petition, and requested certain special instructions. Their demurrers were overruled, and the

court refused to give the instructions requested. The defendants complain of those adverse rulings. All of the questions argued by the defendants may be reduced to one proposition, and that is that because the plaintiffs did not allege nor prove any damage sustained by them except what was connected with and incident to their efforts to secure a dissolution of the restraining order, they are not entitled to recover any judgment whatever on the bond. The petition alleged: "That by reason of the issuance of the temporary order as aforesaid the plaintiffs have been greatly damaged; that they have been obliged to lose considerable time and have been put to a great deal of inconvenience and expense in defending themselves in said case, and have been obliged to obligate themselves to pay attorney fees in the sum of \$500."

There was evidence which tended to prove that J. L. Keppler, who was manager of the plaintiff elevator company, spent a considerable portion of time in going to and returning from Wichita for the purpose of securing the dissolution of the restraining order, and that for the same purpose the plaintiffs had obligated themselves to pay a reasonable attorneys' fee, which was shown to be \$500. The evidence disclosed that the elevator company was engaged in the purchase of wheat at Garden Plain, Kan., and that neither of the plaintiffs knew who were members of the Kansas Wheat Growers Association. The elevator company was engaged in a legitimate business with the right to purchase wheat from any person who had the right to sell wheat. There is nothing in the statute prohibiting one person from buying wheat from another person who is a member of an association organized under the statute. As between the member of the association and the association, the member would not have the right to sell a third person the wheat which the member had agreed to sell to the association; but the right of the association to purchase the wheat grown by its members did not go to the extent of prohibiting persons not members of the association from purchasing wheat from its members.

There is no principle of law that prohibits an elevator company from purchasing wheat from a member of the wheat growers association where the company does not know that the seller is selling wheat that he had contracted to sell to the association. When the temporary restraining order was issued it prohibited the plaintiffs from doing what they had a legal right to do. There was evidence which tended to prove that the plaintiffs did not intend to purchase wheat from any member of the wheat growers association. That fact is the keystone of the argument of the defendants. They say that if the plaintiffs did not intend to purchase wheat from any member of the wheat growers association they were not prohibited from doing anything that they wanted to do.

Evidence, said the court, showed that it was difficult for the wheat buyers to find out who were and who were not members of the pool.

### ELEVATOR STORAGE POLICIES REPORTED AS LIBERAL

Investigation of several hundred elevators has disclosed only one case in which elevator operators are refusing to store grain if they have room for it. O. E. Johnson told the North Dakota state railroad board on his return from Bismarck after an inspection trip.

An elevator in Jamestown, N. D., he said, had used a rubber stamp on its weight tickets to advise farmers that no grain received by it was subject to storage.

In some cases elevators are refusing to store grain, Johnson said, because they are practically full. These are reserving only enough space, he said, to permit farmers who wish to market their grain to do so at their nearest shipping point.

### PLAN ENGLISH ELEVATORS FOR CANADIAN WHEAT

J. H. Thomas, who has been in Canada making arrangements that will lead to the relief of the unemployed in Great Britain, has returned to London, England, where he is a member of the Labor Cabinet. Since his return, a semi-official statement emanating from Ottawa has appeared in English newspapers to the effect that there is a project to erect large elevators at several ports of the British Isles for the storage of Canadian wheat.

It may be recalled that this proposal cropped up the last time the Labor Party was in power.

RUBBING of a belt against the side of an elevator leg at Brooklyn, N. Y., caused the second largest elevator loss from grain dust explosions. The \$1,750,000 loss occurred during the World War.



# Hints for the Elevator Millwright

## Mr. Davis Makes Temporary Repairs on a Bevel Gear Until New One Can Be Purchased and Installed

By JAMES F. HOBART

"HELLO! Is this William Davis?" came over the long distance telephone one morning before breakfast.

"Yes this is Mr. Davis. What's on your mind?"

"This is Mr. Newbery of the elevator speaking, Mr. Davis. You know, we have waterpower in our elevator which drives both the elevator and the flour mill. Last night, the big bevel gear on top of the water wheel let go and two teeth broke out of it. The shock somehow broke two arms and a piece of rim out of the pulley which carried the flour mill driving belt. Do you suppose you can find another gear of the right size so that we can make repairs without waiting for a new gear to be cast and machined? Also, can the pulley be patched up so we can run at least a part of the mill until a new pulley can be procured?"

"I'll be out there inside of two hours, Mr. Newbery. Meanwhile, clear away the wreckage and hunt up a drilling rig for putting some 1¼-inch holes in the gear ring; also, a lot of ¼-inch holes in the rim of the broken pulley. An electric portable drill will be about the thing for the small holes and a clamp drill for the big holes."

When Big Bill Davis arrived at the elevator, he proceeded at once to determine the dimensions of the broken gear and pulley. He established the pitch line on both gears by marking an approximation of the pitch circles on both gear and pinion, at the point where the pitch circles touched each other. Then Big Bill carried the pitch circles on both gear and pinion, on outer and inner edges of the cogs, to points diametrically opposite each other. Then, with two steel squares, such as are used by carpenters and millwrights, Mr. Davis callipered the pitch diameters of both gears. He then made rough sketches of the two gears and put on the sketch the pitch diameters found as stated. The length of cog or tooth space was also measured and put on the sketch and, lastly, the "backing" was measured and put on the sketch.

Mr. Davis found that the large gear projected about a quarter of an inch above the end of the water wheelshaft and he immediately set about cutting and filing to fit, a piece of stout wire, the length of which equaled the bore required in the new gear. The piece of wire about an eighth of an inch in diameter, was cut off about one-sixteenth of an inch too long and then carefully filed to fit into the bore of the gear, after which both ends of the wire were tapered back about a quarter of an inch until the ends of the wire measure were less than one-sixteenth of an inch in diameter. This was done to prevent false measurements by the wire getting "cat-a-cornered" when measuring with it.

Another wire was made for the bore of the broken pulley, the shaft being accurately callipered close to the hub and the wire then carefully fitted to the callipers.

Big Bill Davis counted the teeth in both the large gear and in the pinion very carefully. He made a little mark with a piece of chalk on the end of each gear-tooth as he counted it. Then he checked the count by going over the teeth again and making a second chalk mark, crosswise of the first mark. As stated, both the gear and the pinion were thus gone over and the number of teeth in each, was carefully recorded upon the sketch of the gears. Mr. Davis did not intend to order a new pinion, unless it were absolutely necessary, but he took all the data of the old pinion in order to determine if the pinion belonging to the new gear about to be ordered, was of exactly the same size as the old pinion. Possibly, the pinion might be found to have a tooth more or less than the old pinion, and this would cause trouble and necessitate a change in the location of the nearest of either, the water wheel shaft or the pinion shaft, or both. Hence, to make matters sure, Mr. Davis carefully collected

all the data pertaining to both the gear and the pinion.

### LOCATING A NEW GEAR

The broken pulley also had its diameter, with face and diameter of bore duly made and recorded and a wire made to the diameter of the shaft as determined by a pair of callipers applied to the shaft at either end of the pulley-hub. The width of the keyway, in both gear and pulley was also carefully determined and marked up on the sketches. Then Mr. Davis "got busy" with the telephone and found a concern which had a gear, or a pattern for the required gear. The local machine shop had a gear which would answer, but it had been bored for a larger shaft. The machine shop man said he would "bush" the gear without extra charge, but Mr. Davis did not like the idea of a key in a bushed gear and looked around a little more.

Finally, a gear pattern was located which seemed to meet all requirements and Mr. Davis and Mr. Newbery were soon looking over the gear pattern, which Mr. Davis found would answer after a half inch more "backing" had been added to the gear-hub, which was done at once. But the machine shop owner could not promise a new gear in less than 10 days, so an order was given for a gear to be cast and machined and sent by auto truck to the elevator at the earliest possible moment.

Big Bill got a couple of local machinists busy at once with the broken gear, from which two teeth, side by side, had been stripped. Or, a little more than half the gear-tooth length had been stripped along the larger end of each tooth. Two one-inch holes were drilled through the pulley rim in the center of each tooth-width, and near the large end of where the tooth had been broken off. The holes, two for each broken cog, or four holes in all, were enlarged by reaming, until a one and one-quarter inch taper tap could be run into the hole and a taper thread cut the entire length of each hole. A piece of one two-eighth-inch round machinery steel was turned in a lathe, to the same taper as the taper-tap, the taper thus made on the piece of steel, was threaded in the lathe and made to fit in one of the taper-tapped holes in the gear rim. Having made a satisfactory fit of the steel in the hole, with the end of the thread projecting slightly through the gear rim, three more taper threaded plugs of the same dimensions were made of the same piece of machinery steel, which was then screwed into one of the taper rim-holes with a pipe wrench and then hack-sawed off, flush with the face of the rest of the gear teeth. Before and during the riveting, a stiff pull was kept on the pipe wrench, under which, and the jarring of the riveting hammer, the plug was turned slightly further into its taper threaded hole.

After all four plugs had been screwed into place and securely riveted as described, the machinist, under Mr. Davis' directions, set about shaping the outer end of each plug, with cold chisel and file, into the sectional shape of a gear tooth at the point where the plug was located.

"These plugs," Mr. Davis told the owner, "will not last very long, but they will stand up for a while and they will enable you to drive at least a portion of your machinery, until the new gear comes along." And he added, "You can at least run the elevator, and if we can patch up that broken pulley, you can drive the flour mill while the elevator is idle."

"But look here," said Big Bill, as he examined the broken parts of the pulley. "Just look at these old cracks, will you? Why that pulley has been badly cracked for months and perhaps years. How it ever held together for so long a time, is a mystery but, I reckon we can patch it so it will run for a time, while they are tinkering with that gear."

Mr. Davis and the owner drove to a nearby boiler shop where Mr. Davis found a piece of tank steel a

little less than one-eighth of an inch thick and he had a piece of this plate sheared off as wide as the face of the broken pulley, and long enough to reach around the pulley and lap about six inches. Big Bill had the piece of steel rolled up to the pulley diameter and they took it back to the elevator with them where the workmen slipped the steel shell around the broken pulley and then put the broken arms and a piece of the pulley face back into place. The arms had been broken squarely off and adhered to the broken piece of rim. The elevator had a one-half ton differential chain-hoist, and about a 500 pound rope-hoist, the latter being fastened to one of the elevator timbers, directly in line with the face of the broken pulley. A stout rope was then attached to a timber on the opposite side of the broken pulley and the rope was given a single turn around the pulley, outside of the tank steel shell. The rope was so arranged that when the rope tackle was hitched to the rope around the pulley, and the tackle pulled taut, that the ropes round the pulley would exert stress in line with the lap of the tank steel, and not against that lap.

As soon as the steel band had been worked into close contact with the broken pulley face, Mr. Davis set men to work with portable electric drills making small holes through the steel shell and the pulley rim into which ordinary stove bolts would slide easily, yet snugly. Flat head bolts were used and the steel shell was countersunk to fit the heads of the little bolts, which were drilled into the shell and pulley at intervals of a few inches, all around its circumference. The drilling was started diametrically opposite to the lap in the steel shell and as soon as a pair of holes had been made and countersunk, a pair of bolts were inserted and screwed tight.

Then, four more little stove bolts were drilled in, one pair on each side of the first pair, and of these two pairs, one of each was on opposite edges of the pulley face and the steel shell.

In the manner described, pairs of stove bolts were inserted, each pair fastening the rim and shell together a few inches more toward the lap in the steel shell. The hammer tapping was kept up while the nuts were being tightened. Finally, the pair of bolts reached to the lap in the steel shell and several bolts through the lap held it securely in position. The direction in which the steel shell was placed around the pulley, had been so arranged that the edges of the lap laid with the belt pull instead of against it. After all the stove bolts had been put in position and well tapped while being tightened, the ends of the bolts were riveted just enough to prevent any of the nuts from working off.

"There," said Mr. Davis, as the last bolt was put in place, tightened and safety-riveted. "That pulley might last a long time, even longer than those plug teeth in the gear, but I wouldn't trust either the gear or the pulley for one minute longer than is necessary. But what about that pulley?"

"I have found one which fits your sketch, Mr. Davis, and it will be here when the gear comes, so you can set both of them at the same time."

"All right, Mr. Newbery, just have the blacksmith on duty to make the new keys for gear and pulley, as the old one probably will not fit. Also, have a couple of good, 14-pound sledge hammers, for we may have to drive the gear as well as the keys."

### A BAD JOB OF GEAR BORING

"Mr. Davis, the gear has arrived and will be at the elevator by the time you can be there," announced Mr. Newbery over the telephone one morning a short time later, and when Mr. Davis reached the elevator, they were just unloading the new gear from a truck. The cap was quickly removed from the bearing under the old gear and Mr. Davis saw that the steel plug teeth were still serviceable, but showed signs of heavy wear. Big Bill had brought with him the key backers and followers which fitted the keyway of the water wheel shaft and, in a short time, the key was removed, the chain tackle rigged and old gear lifted off.

Big Bill looked over the new gear and found it apparently a fine piece of foundry and machine work. There was a piece of wood driven into the



gear hub and upon knocking out the plug, which consisted of a piece of board, Mr. Davis found that it held the new key in place in the gear keyway; underneath the key he found the very same diameter wire which he had made and left with the gear manufacturer.

Mr. Davis tested the bore of the gear with the wire and found it just right at the top of the hub. He pushed the wire down into the bore and found that it stuck fast in one direction, while at 90 degrees, the wire was loose. Further testing revealed the bore to be correct at top and bottom, but there was an oval section of the hole in about the middle of the hub. Mr. Davis said that probably a bunch of very hard iron had chanced to find its way there, and that in boring the gear, the boring tool had evidently "dodged" and sprung out of the cut slightly, leaving a "bunch" which made the hole oval at that point.

Mr. Davis asked for a long half-round file, with which he attacked the bunch in the nose of the pulley. The file "took hold" but the iron in the bunch was pretty hard and a machinist worked away at it with the big file for a full hour before Mr. Davis decided to try the new gear upon the shaft.

The gear slipped on about half way and Mr. Davis decided that it would drive or could be driven the rest of the way and two sledges were put to work and the gear very slowly slid down upon the shaft.

"Hold on!" shouted Big Bill. "If we do so much heavy sledging on that gear, we are likely to ruin the wooden step upon which the wheel-shaft rests, or we may break the spider which supports the step and the entire weight of gear, shaft and water wheel. It won't do to pound so heavily upon that step and spider."

There was a flange coupling a short distance be-

low the bearing under the new gear and Mr. Davis had the bolts removed from this coupling. Then he hoisted the new gear and the short piece of shaft a couple of feet and placed a heavy timber under the coupling flange on the lower end of the short shaft. The heavy piece of timber was securely blocked up, free from the top of the flange on the wheel shaft, blocking and timbers being placed suitable to carry the sledge blows and keep them from being transmitted to the shaft, step or spider.

When the gear was first started down over the shaft, Mr. Davis stuck an old key into the keyways to keep them fair with each other. But, while disconnecting and blocking under the coupling, the key got knocked out and after driving for some time upon the gear, Big Bill found that the keyways in gear and shaft did not match each other by almost their entire width, and all efforts to turn the key seats fair with each other were of no avail. Finally, the gear was driven home and the shaft recoupled but the key could not be inserted, so Big Bill said, "Let it go until it wears loose, then you can put in the key."

And Mr. Davis told me later that the gear drove the elevator and the mill for six weeks before it came loose and permitted the key to be inserted.

#### PLACING THE NEW PULLEY

While the sledge men were "coaxing" the new gear into place, Mr. Davis set other workmen to stripping the main shaft preparatory to putting in place the new pulley which the elevator owner had found to fill requirements. Mr. Davis tested the bore of the heavy cast iron pulley with the wire he had made and he also tested the shaft with the callipers after the old pulley had been removed and he found that the pulley-seat was appreciably larger than was the shaft on either side of where the pulley was to be placed. In fact, so

much was the difference that after the pulley had been slipped upon the shaft, it refused to be pushed or driven into place.

Mr. Davis set a man to work on the flat place in the shaft, using the flat side of the big half-round file, but he realized that the more a shaft was filed, the more "out of round" it would become and the more the pulley would wobble. By the time the new gear was in place and ready to run, the pulley was still loose on its shaft and Mr. Davis determined upon drastic measures. He had two timbers brought in, each of which would pass through the pulley, between its arms. The timbers were blocked up parallel to the shaft and solidly blocked so the gear could not turn around, but could be pulled lengthwise of the shaft. The chain tackle was then rigged to pull the pulley away from its proper seat, and the rope tackle was set up to pull the pulley along the timbers, into place. One of the timbers was supported by stout blocking. The other timber, which would be lifted by the pulley arms, was securely "shored" by timbers reaching to solid overhead portions of the elevator timbering.

A bucket of sand was brought in, a garden hose brought water to the gear and the waterwheel was started slowly, some water and sand thrown between shaft and gear and the rope tackle was manned to pull the pulley into place upon the shaft. The sand took hold and the pulley crept slowly into position, then stopped, and began to squeak and slow down. Mr. Davis jumped for the chain tackle and hauled the pulley back a short distance before it could stop and seize the shaft.

Then, more sand and water was applied, the pulley hauled forward again, then hauled backwards for more sand and water. These operations were repeated until finally the pulley "let go" and slid into place and the job was done.

## PLAN FARMERS' GRAIN CO-OP

Incorporation papers have been filed with the Federal farm board's legal counsel in Washington for the largest single grain marketing organization ever attempted by American farmers, to be known as the National Farmers' Grain corporation with a capitalization of \$20,000,000. William H. Settle is chairman.

The corporation will be owned and controlled by three types of farm agencies: (1) Farmer owned elevators; (2) farmers' grain pools; and (3) farmers' grain sales agencies, including marketing organizations with terminal storage facilities.

All three types of farmers' organization must qualify under the Federal Co-operative Marketing Act of 1922. To restrict membership to those qualified, no stock can be transferred or sold until the prospective buyer has been approved by the board of directors. No member agency can control more than one-twentieth of the corporation's outstanding stock.

The nature of business and purposes of the new grain co-operative include almost every activity in the handling of grain from the time it leaves the local sales agency through the stages of financing, storing, transportation and final delivery.

One of the main functions of the grain co-operative will be to carry on an extensive educational and publicity department to keep grain growers posted on production and marketing conditions in their localities and internationally.

Representation of grain areas and types of member agencies is provided in the following manner: Hard Winter wheat district, five directors; Soft Winter wheat and Hard Spring wheat districts, three directors each; Pacific coast district, one director; and the corn belt states, four directors. Farmers' elevators are to have six directors while the sales agencies and wheat pools have five each. Provision is also made for changes in this allotment to keep the membership of the board representative of the grain being marketed.

Stock can be purchased with grain or cash. Federal farm board funds are to be available at an interest rate of 4 per cent. No dividends of more

than 8 per cent can be declared on any of the association's stock.

The first meeting of the 16 grain board members will be held in Chicago this week, according to Chairman Settle. These men will serve until the first annual meeting in Chicago, the second Tuesday of March, 1930.

## EIGHT YEAR OLD ELEVATOR STILL LIKE NEW

By C. HYDE

When the Reliance Construction Company of Indianapolis, Ind., erected the Colon (Mich.) elevator in 1921 they performed as near to a permanent job



COLON (MICH.) ELEVATOR ASSOCIATION PLANT

as is possible. Now, eight years later, the reinforced concrete and fireproof structure has an almost new appearance, being up-to-date in every way. The building, which is protected from the ravages of fire in the most approved manner, carries insurance with the Michigan Millers' Mutual company.

The elevator is a four-story affair, being 30 by 80 feet, and is situated on Sturgeon Lake, near St. Joseph River. It is served by the Michigan Central. The storage capacity, divided into nine bins, is 1,500 bushels.

Electricity furnishes all the power, there being

a total of eight motors of Fairbanks Morse make, generating about 100 horsepower. In addition, there is a 60-horsepower feed grinder as well as an oat huller, oat clipper and cleaner. Three Fairbanks scales and one unloading device, an automatic weigher, are also included in the equipment.

The grains handled are corn, buckwheat, rye, wheat and oats. Mill grinding is one of the sidelines, together with the selling of feed, grain, salt and coal. About 30 carloads of coal and 25 carloads of grain are sold each season. A gasoline filling station is maintained for the convenience of customers.

J. E. Olney of Mendon, Mich., is president and manager, H. G. Wagner is vice-president, Charles Sandal and Charles Young are treasurers, and Fred Broker, Joseph Ultz and Orla Engle are the directors. The capitalization, including the buildings, is \$15,000.

## REFUSE CANADIAN RAILWAY APPEAL

In a judgment made public recently, the Board of Railway Commissioners refused application of the Canadian National Railways for leave to appeal to the Supreme Court against the 18.34 cent grain rate from the head of the lakes to Quebec, a report from the American Trade Commissioner, E. G. Sabine, says.

The order of the Board from which the railroad sought to appeal was dated August 26, 1927, and disallowed the then existing rate of 34½ cents per 100 pounds of wheat and 33 cents per 100 pounds on other grain for export from Port Arthur, Fort William, Westfort and Armstrong, Ont., to Quebec. It directed the Canadian National Railways to publish and file in substitution thereof, a tariff showing a rate of 18.34 cents.

PROHIBITION is the name of a Soft white Winter wheat variety.

BARLEY feed, by definition of the Association of Feed Control Officials, is "the entire by-product resulting from the manufacture of pearl barley from clean barley."



# Grain Dealers National Convention

**"LONG live the new!"** The Grain Dealers National Association is succeeded by the Grain and Feed Dealers National Association. That is the net result of the thirty-third, "last", and largest annual meeting of the G. D. N. A., held in Peoria, October 14, 15, and 16.

Invading grain dealers from every grain state concentrated their forces on the Peoria market on those dates, and convention headquarters offered a cross-section, closeup view of the two fundamental American industries—the grain trade and its Twentieth Century ally, the feed trade.

B. T. Dow, of Davenport, Iowa, was elected president of the re-named organization. Chicago was chosen as the 1930 convention city.

A thoroughgoing, verbatim record of the entire convention follows:

## The Opening Session

**T**HE first session of the thirty-third annual meeting of the Grain Dealers National Association convened at 9:30 a. m. in the ball room, Hotel Pere Marquette, Peoria, Ill. President A. S. MacDonald, of Boston, presiding.

Local "Harmony Boys" were presented by Mr.



PRESIDENT A. S. MacDONALD

Wrigley of Peoria, and entertained the audience. Jerry McQuade was then introduced by Mr. Wrigley. Mr. McQuade told some humorous stories and introduced Mrs. Woodman, who sang three numbers, which were followed by community singing, led by Mr. McQuade.

**President MacDonald:** We will stand while the Reverend B. G. Carpenter of Peoria delivers the invocation.

**Reverend B. G. Carpenter:** Gracious God, our Heavenly Father, it is in a spirit of gladness and earnestness that we stop at the beginning of this convention to remember the beginning words in the Great Book which are these: In the beginning God. So we believe that in the beginning of any enterprise in life we should remember Thee. We would remember this morning, our Heavenly Father, that we are creatures of Thine, Children of Thine, and upon that common ground there is room for us all.

This wonderful, beautiful life is not something that we have earned. It was a gift to us from Thee. We turn to Thee, then, with all of our hearts this morning, and give Thee praise and the thanks and the testimony of our hearts' sincere affection and love as Thy children.

In the next place, we remember, our Father, that we are standing on a common ground as citizens of a great country. Lord God of Hosts, dwell with us yet, lest we forget; lest we forget the cost of our citizenship and its liberties and its opportunities. Resolutely, then, and earnestly we stand before Thee and commit ourselves again to the great principles which our fathers laid down for us in this wonderful land of liberty and opportunity.

In the next place, our Father, we remember the common ground upon which these men stand as those engaged in a great business enterprise. We pray that they may stand before Thee this morning with a special sense of earnestness and reverence as they think how close their business comes to the heart of our life in this world. They bear upon their minds and in their hearts day by day as they work, great responsibility. The bread of life of this nation comes through their hands to the people. We pray that they may think, day by day, not that they are just in a business, but that they are engaged in serving their fellow men, and as they serve their fellow men, may they know they are serving Thee.

As we stand before Thee at the beginning of this convention, we seek Thy blessing because we know without Thee we can do nothing. May these sentiments and thoughts and ideals run through all sessions and all the business of this convention; we pray, our Father, that all things that we do may be acceptable in Thy sight, our Lord, our strength and our Redeemer. Amen.

**President MacDonald:** We who have been attending conventions for many years in the past usually see scheduled on the program that the mayor of the city is to give us the keys to the city, but somehow or other that mayor seems to get into difficulty of one sort or another at the last moment, and usually sends a representative. Today the usual course follows, but we are fortunate in having the greetings of the City of Peoria extended to us by Mr. Walter Donley, City Attorney, who will bring you the welcome of this good city.

**Walter Donley:** Mr. Chairman, Members of the Grain Dealers National Association: In behalf of Mayor Woodruff, in behalf of the City of Peoria, all of its citizens and all of its officials, I want to bid you a most cordial and heartfelt welcome. I would have liked to have given you the keys to the whole city, but I notice in this morning's paper that Uncle Sam locked up part of the city last night or the night before, and I can't give them all to you. You will have to find your own way around if you want to get in those spots.

These conventions and meetings are a wonderful thing, I think. All too frequently business and professional men take the attitude that the problems of the other fellow don't concern them. They say, "Oh, what difference does it make?" And that reminds me of a story. I hope it is not too early in the day to tell an allegedly funny story. I am reminded of a rather curious and pestiferous old lady who went out to the zoo in New York City, and wandering about the zoo, she came to a very queer, peculiar-looking animal, and immediately started to bedevil the keeper of the animal with a lot of questions. He was a very patient man and he listened for a long time to her questions, and tried to answer them as best he could.

She said, "Mr. Keeper, what is the name of that animal?"

He said, "Well, lady, that is a rhinoceros."

Pretty soon she said, "Where does that animal come from?"

He said, "That animal comes from Africa, lady."

She said, "Well, where does it live? Does it live on the land or in the water?"

The keeper said, "Well, it lives both places."

And so on; she asked what did it eat and all that sort of thing, and kept it up until the fellow was almost crazy. Finally she said, "Now, Mr. Keeper, just one more thing. What is the sex of that animal? Is it male or female?"

"Well," he said, "lady, I will be doggoned if I know. But I don't know what difference that would make to anybody but another rhinoceros." (Laughter.)

But things do make a difference. Your problems do make a difference, and the problems of the other fellow today may be your problems tomorrow, and that is why you are all here. You are here to harmonize your various questions and get information to help one another. I am not going to make a speech here this morning.

The address is always for the Mayor, and I suppose one reason they allowed me to come in here at all this morning was because I promised not to make an address.

Once again I want to bid you an affectionate welcome; we want you to stay as long as you can and come back sooner than you did. You were 15 years getting back this time, and we want you to come back sooner than that next time.

**President MacDonald:** We all know that it takes a lot of grit and sand for any city, any Board of Trade, to invite the Grain Dealers' National Association to come into their midst. We have no doubt that the Peoria men have the grit. We know they

have the sand. It gives me great pleasure to introduce to you Edward W. Sands, President of the Peoria Board of Trade. (Applause.)

## MR. SAND'S WELCOME

**I** AM indeed very much pleased to see here this morning so many of our good friends from the various grain centers and to greet any new comers and visitors who may be present.

We, the members of the Peoria Board of Trade, feel very proud to have you with us and we thank the Grain Dealers National Association for the privilege they have granted us to serve as their host at this convention; and we hope you will all profit by being here. We hope that you will derive so much good, because of having been present that when you return to your homes, you will carry away a very vivid remembrance of the successful convention you have attended in Peoria.

As president of the Peoria Board of Trade and on behalf of the entire membership, I welcome you.

**President MacDonald:** Thank you, Mr. Sands.

It has been our custom in order to respond or show our appreciation of the welcome extended to us by boards of trade, officials of cities, to call upon a well-known member of our Association to express our thanks. This year we have chosen a man well known in the trade, prominent in the Association.



FIRST VICE-PRESIDENT S. P. MASON

tion, president of the Ohio Grain Mill and Feed Dealers' Association, just re-elected to his second term, on the occasion of their fiftieth annual convention, Edgar W. Thierwechter, of Oak Harbor, Ohio.

## MR. THIERWECHTER'S RESPONSE

**T**O SIT here this morning and listen to the address of welcome on behalf of the city of Peoria, and also on behalf of the Board of Trade, makes me feel how inadequate my vocabulary is to convey to you how pleased the members of our Association are to be here.

The fact that this is not the first time we have met here shows that the meetings of 1902 and 1915 were a success and that the nice things which were said about your city at those times must have made an impression or we would not have wanted to come back again. I do not think there is any question but the same will be true this time and it may be only a few years when you will have us with you again.

The city of Peoria is to be complimented on its grain market; also, for the wonderful spirit and stick-to-itiveness it has shown, because when the Prohibition Act was passed many of us thought that Peoria, as a grain market, had received a blow from which it could not recover because the large distilleries located in your city necessarily had to shut down.

Because of energetic and hard-working officials, both in the Board of Trade and the Chamber of Commerce, the slump was of short duration, due to the fact that feed and other industries are both consuming the grain formerly used by distilleries, and Peoria is today a larger consumer of grain than ever before.

To the superficial mind it might appear that your large buildings, elevators, etc., have their foundation built upon steel, rock and concrete, but I feel that close observation will reveal that these struc-



tures are built on a real foundation of confidence and the maintenance of certain legal and ethical standards without which you would have been unable to make the progressive and modern city which you have today.

I know too that Peoria is to become an even greater city because, located as tsartegetically as it is with 13 railroads and two electric lines backed by men with the enthusiasm shown here, it cannot be held down, and I want to say that all of us here will go away imbued with a better spirit of co-operation than when we came.

On behalf of the members of the Grain Dealers National Association, I wish to thank you for the wonderful welcome you have given us and hope that all of the city of Peoria will not regret our being here for the next two or three days.

**President MacDonald:** When I was a kid in school, on one occasion I had to deliver a speech. On that occasion, I wrote it out, and learned it by heart. It was supposed to take 10 minutes. I knew it so well that to deliver it took me two minutes and a quarter, much to the amusement of my friends.

I have never written another speech since that time, but I have had to make two or three speeches or addresses, so-called—I have no address except in Boston—during the past year at some of the state associations, and some of the trade papers have reported them in such glowing fashion, so much better than I could possibly have done, that my natural modesty came to the fore, and I have written this speech or annual address of the president and having written it, I am going to read it; and I express the hope to you in reading this speech, it will listen better to you than most read speeches do to me. We will try.

### PRESIDENT MACDONALD'S ADDRESS

**W**E MEET today in Peoria in our thirty-third annual convention. This association, comprised of grain and feed dealers, located in all parts of this great country, representing all branches of a tremendous industry including the country elevator and dealer, the elevator, shipper, receiver, commission men, and traders of the terminal markets, the flour mill, the manufacturer, distributor, and dealer in the consuming territory embraces a wide scope in its activities. Organized in 1896, when it looked for a while as though conditions might make for free wheat, free in the sense that we might have to give it away.

A little over 12 months ago in Boston, I accepted the election accorded me with a real feeling of great humility. I now appear before you in an even more humble mood. (You note I am reading these remarks, something I never did before.) Nevertheless, I will attempt to touch briefly on some of our activities and call attention to some of our problems past, present and future.

The year has been far from easy for the trade. We knew at the start that which ever political party was successful at the polls, a Farm Relief Bill, so-called, would be an assured part of the program. For years the association has been compelled to oppose legislation, unsound in theory, impossible in practice. Our position asserted and reasserted at our conventions of 1927 and 1928 was sound economically but non-spectacular, and capable of no instant or semi-miraculous effect. We were anxious to formulate and assist rather than to obstruct and oppose. With the election of Mr. Hoover we felt that the grain trade would receive consideration as sympathetic and understanding as could be hoped, due to the President's former experience with grain problems during the war. We did not appear before the Agricultural Committees of the Senate and House, but carried our case directly to the President. The Legislative Committee, augmented by a strong delegation representing the country trade, met with Mr. Hoover in Washington. We insisted with all the strength at our command that existing facilities be recognized and used, and that they be not duplicated where those existing were adequate, or in no case without proper attempt being made to employ existing facilities either by purchase or lease. In this we were successful.

The "Agricultural Marketing Act" is now the law of the land. The experiment has been started, and one of the greatest lists of products of our country has been placed in the control of a Farm Board of nine men with broad powers and a half a billion dollars of government money. The intent of the Act is clearly to foster developments of co-operative associations of producers, and the final effect of this tremendous experiment is now unknown. Opinion in our trade is divided. Many are fearful and apprehensive. Some go so far as to desire to test the constitutionality of the law. Others are content to watch and wait, confident in the belief that the present efficient and economical system of grain marketing evolved from years of experience will continue to function as in the past. It is in the last group that I would put myself, but it is for the association to decide. This meeting should afford the opportunity for ample discussion.

#### Feed Distributors

The United States Feed Distributors Association is one of our affiliated organizations. There has been considerable sentiment among its membership that

this affiliation should be discontinued and an independent organization of feed dealers be formed. The entire feed industry has grown tremendously and will continue to grow. The handling of grain and feed is more than closely related. The two are inseparably bound together. It seems fitting and proper that this fact should be recognized in the name of our association. The Feed Distributors at their meeting in June, passed a resolution favoring a merger, provided the National Association was willing to change its name to Grain And Feed Dealers National Association, accord representation to the feed trade on the Board of Directors, and grant assurance that all feed disputes would be handled by feed arbitration committees composed entirely of feed men. Your Board of Directors, by a vote of 30 to two, has voted to recommend to you that the change in name be made. The matter of arbitration of feed cases by the feed committee will be followed in each and every case in the future. This procedure has always been contemplated in the past and has been deviated from in only two cases. The by-laws provide that each affiliated association shall be represented by one director.

I recommend and urge that this meeting authorize the proposed change in our corporate name to The Grain and Feed Dealers National Association, and earnestly hope that this will be and will require a two-thirds vote.

In the event that this vote is passed and that the Feed Distributors Association in their meeting today or tomorrow ratify the merger, they will disappear as a separate organization. It will then become the duty of the nominating committee in this and future years to recognize and fulfill the pledge we make to the feed trade and accord to them due and proper representation.

#### The Matter of Dues

Two years ago at Omaha as a result of remarks on finances by President Sturtevant in his annual report,



EDWARD SANDS

Who delivered the Address of Welcome

it was voted to raise the dues from \$20 to \$25 per year. There had been no previous announcement that action on dues would be taken, and I do not think that Mr. Sturtevant sought definite action at that time but rather desired an expression of opinion. This action was reconsidered at the same meeting, and the advance defeated. A special committee was appointed which reported to the Boston meeting, and while it did not then recommend an increase, it recognized that the necessity might arise in the future. I do not believe that a relatively small percentage of the members should vote to raise dues unless the entire membership has received ample advance notice that the matter would come up for action. I should like to see the matter discussed briefly, with this idea in mind: if it is the opinion of those present at this meeting that our dues should be raised to \$25 that they so record themselves, with the definite vote that this increase be ratified or rejected by the 1930 convention. In organizations such as the American Feed Manufacturers Association, dues are on a sliding scale, based on the size of the direct members. The largest and the smallest pay the same. I therefore, appeal to the larger concerns with branches in various cities to help the cause by taking out memberships for their branch offices which can be done for the nominal cost of \$10 for each such branch.

I should also welcome, as I stated in my message published in "Who is Who" in October, 1928, an increase in the number of direct members from the state associations which are affiliated with us. It is our earnest desire and effort to represent the country elevator trade. If more of the country trade, whose main interest has been in their state organization, would become direct members and take a more active interest in the National Association our effort would be made correspondingly easier. In this connection, may I say, that I hope during the coming year that

the Advisory Council of the secretaries of the state associations will again assume its helpful role in Association affairs.

I hope during the coming year that the association will be able to secure the passage of the Strong Bill which is designed to protect the owners of drafts with bills of lading attached in the event of failure of a collecting bank before remittances have been made. It is also desirable that the Stamp Tax on sales of cash grain for delivery beyond 20 days be eliminated. It is a nuisance. It is discriminatory. The revenue is small. There is no excuse for this tax being continued.

Now a word about attendance. We meet three days a year, and then only in the mornings. You have all afternoon, all evening, all night, for your social activities. You can see at a glance that we have much to discuss. We must get started on time. Be here at 9:30 and stay put. It is amazing to me to see how some of our affiliated associations, smaller in total numbers, turn out and get down to business.

#### Membership

The task of the Booster Committee becomes increasingly difficult and correspondingly more important each year. The membership must be maintained and it is not easy these days to keep the ranks filled. Each year we have a number of outstanding booths—I mean boosters—who carry the brunt of the work. The other boosters, though they may not break through to the limelight, have contributed to the success of the campaign. To all who have worked, the thanks of the association are due, and we are truly grateful. I do plead with the membership at large to recognize to a little greater extent their responsibility in connection with this important feature of association work.

I wish to acknowledge publicly my thanks to the chairmen and members of the committees who have so unselfishly and ably carried on the work of the association. We are particularly fortunate in having among our own members a traffic expert, Henry L. Goemann, who has for many years given freely and unselfishly of his time and of himself, as chairman of the Transportation Committee. The Arbitration Committees have contributed a service which cannot be accurately measured. They are at the same time the police force and the courts of the association. And so on down the line, to each member of every committee who accepted so willingly the draft to service, the thanks and gratitude of the association are due.

To Secretary Quinn, I accord my grateful appreciation of the work he has done. He has carried on for 16 years, through the many changes in the personnel of the officers and committees, and his intimate knowledge of details is of very great value. He has been a very great help to me and I am glad to acknowledge it before you.

The year just passed has been unusual in another respect. Each year inevitably marks the passing of a number of our members, but this year we have suffered some outstanding losses. In the month of August, alone, two former presidents of this association and a former director were taken from us, and in October last, a man, who, while he was never an officer, was a sincere friend, loyal, true, and active in his support. I refer, of course, to Ed Reynolds, Charles England, Ben Moore, and Leslie Gates. I do not refer to them as of such-and-such city for they were not of Crawfordsville, Baltimore, Kansas City, or Chicago. They were of the grain trade of the country. I do not refer to them formally as Mr. Reynolds, Mr. England, Mr. Moore, or Mr. Gates, for they had grown so deep into the affections of those who knew them, that it could be no disrespect—quite the contrary—to think of them and refer to them in the most familiar way. They have gone, but they will never be forgotten. The inspiration of their lives and of their work gives us courage in our attempt to fill the gap that they have left, gives us strength to carry on as they would have us, and carry on we must.

**Mr. Goodrich:** Gentlemen of the Convention, I think we should extend to the president our thanks for his efforts in the past year. I move that we extend to him a vote of thanks. (Seconded.)

It has been moved and seconded that we extend a vote of thanks to the president for his efforts in our behalf during his past year's work. The motion is carried.

**President MacDonald:** Mr. Goodrich, your remarks are out of order, but due to the respect of extreme youth for extreme old age, we will let it pass.

It seems to me fitting at this time, in view of the losses that we have suffered during the past year, that a few remarks from people who knew these men well would be most appropriate.

I am going to ask Percy Goodrich if he will speak to us a moment of Ed Reynolds.

#### MEMORIAL TO A. E. REYNOLDS

**I**T IS with mingled sadness and pleasure I attempt to pay tribute to the memory of my beloved friend, Ed Reynolds. Sad, because I miss him every week of my life; sad, because this is the first annual meeting of our splendid organization that I have failed to go with him and room with him. It is a sad task as I realize that one by one the old friends who attended the first conventions more than 36



years ago and assisted in perfecting this organization, one by one, are answering their last call.

Tom Morrison, Charles England, Jimmie Sale, Lee Metcalf, Ed Wayne and a host of others are no more with us. All of them splendid men who ably filled their stations in life and untiringly worked for the betterment of the grain trade—they have now gone hence to return no more.

While it is a pleasure for me to here attempt to offer a short tribute to his memory, it is as hard for me to say anything about my good friend, A. E. Reynolds, without dealing with the subject largely in a personal way.

But this is hardly the time or place for a discourse of this character. Mr. Reynolds was a Hoosier bred and born—living his entire useful, eventful life within a few miles of his birthplace—born and largely reared on a farm as were practically all of our greatest men of his time in Indiana. He received his education first in the little red school house adjacent to his father's farm. After getting the best education he could in this way, he attended Purdue University for two years, taking an engineering course, following this with two years in Wabash College, Crawfordsville, Indiana—graduating from this institution with high honors.

Mr. Crabbs, who loved Ed as his own son, many years ago, told me of his asking Ed to join him in the grain business as soon as he graduated from college. He said he was attracted to him by his virility and enthusiasm in whatever he undertook. This employment soon grew into a partnership and eventually into the organization of the Crabbs Reynolds Taylor Company which now ranks the largest strictly country grain business in Indiana. A firm that is without a superior in splendid achievements throughout the Middle West.

The subject of this brief sketch was a man of lofty ideals. Never in my long and intimate association with him did I ever hear him propose or suggest or countenance for an instant, any proposition that savored of dishonesty or unfair dealing. He was the soul of honor and upright in every way.

He was deeply interested in those about him, in the men and women who labored with him in making his company the success it was. This fact was evidenced in his willing to these employees \$100,000 worth of the common stock of the Crabbs Reynolds Taylor Company. What a splendid tribute to their loyalty to Mr. Reynolds and a revelation to those not intimately knowing the donor and the thoughtful concern he held for those who labored by his side for many years.

Equally commendable was his action in creating a fund nearly as large to assist worthy boys and girls to gain an education. This fund will grow as the years come and go and the money left for this purpose will keep Ed Reynold's memory green and fresh in the hearts of these young people for many, many years. It matters little how much money we leave when our summons comes but it is all important how much we have sent on before.

Surely Mr. Reynolds in the unselfish distribution of the money he accumulated by his years of endeavor, has sent it on before, being so sent it will aid and encourage those men and women yet unborn who know him not.

He was tenacious for his own rights. He was always willing and anxious that others might have theirs. He was firm in his beliefs and had the rare qualifications of leading others but was not a boss or dictatorial in the least degree. He had the faculty of clearly expressing himself on any trade or political question. He was, in fact, an orator of no mean ability, a forcible speaker free from bombast or spread eagle oratory. He chose his words well, never talked to kill time, his speech was simple, his language enlightening. When he talked, you marveled at the working of his mind and his grasp of the subject under discussion. When he concluded you knew where he stood and had his reasons for his position. However we might differ with his conclusions we realized that his opinions when expressed, were his honest convictions.

He was an untiring worker, a man of broad vision, one who thought clearly and executed calmly. It was rare indeed that he discussed any one in an unfavorable light. If he distrusted folks he kept it to himself—he was content to speak well of his fellow men, those whom he did not trust, those whom he liked not, he rarely mentioned. He was always candid and universally kind. He was one with whom you could honestly disagree, respect and yet love to the utmost. In relations to his friends, this was his desire and prayer:

Give me not, Oh God, that blind fool faith  
That seeth not fault where fault is  
But give me rather, Oh Lord,  
That sublime belief  
Seeing fault yet hath faith

—by this standard he measured his friends.

You well know the many, many years of untiring endeavor he gave to the betterment of the grain trade. I know of no grain dealer who gave so much and exacted so little. To him, more than all others, if not to him alone, is due the credit for anything there may be in the act creating the "Farm Board"

that in any way protects the interest of the regular country grain trade. He spent weeks of his valuable time in Washington to gain this end, the others gave up the job, he stuck it out until the bill was passed. You well know how he labored for many years as chairman of the Legislative Committee—all this was freely given and was a severe strain on his waning vitality.

It is fitting and proper that we stop at this time and pay tribute to this loyal friend, who thought not of himself when service was to be rendered to his legion of friends and especially to the Grain Dealers National Association. And as we, in this Convention, say goodbye to one whom we have known and loved so well, let us, as we recall his sterling worth, his achievements and his many virtues, highly resolve that we who yet remain will endeavor to profit by his example and rededicate ourselves to strive diligently to keep our honorable necessary business on the exalted plain he strived to enthrone it. If we do but this, we will most fittingly honor his memory. In so doing, we will bring honor and success to this association.

**President MacDonald:** We have a memorial here written by Charles Gibson, a tribute to Charles England. In the absence of Mr. Gibson, I will ask Secretary Quinn to read it.

### MEMORIAL TO CHARLES ENGLAND

**C**HARLES ENGLAND, born in Baltimore October 21, 1850, died in that city, on August 31, 1929. He was a man of the highest ideals in business and in private life; one who became a friend of every acquaintance he made; of simple personal life, but entering into every public duty with a fullness of knowledge and of wide experience. He was elected four times to the presidency of the Chamber of



SECOND VICE-PRESIDENT GEO. E. BOOTH

Commerce, serving as chairman of its Transportation Committee during the past quarter of a century. It became his duty during all this time to advise the Chamber on the question of rates and differentials, and to fight for Baltimore's position before the Interstate Commerce Commission.

Although a life-long Democrat, Mr. England was appointed by a Republican Mayor of Baltimore, a member of the Sewerage Commission, and later became its chairman, working out for the city the most important problem of our generation. This required years and \$20,000,000.

Mr. England was a Director of several of the financial institutions of the city, and a member of several clubs. His habit, controlled by his tastes, was domestic. He seldom appeared in public, except where duty led him. He built up a business of Receiver of Grain and Hay in this city, which made his name known throughout the grain trade of this country, but no community held him in higher honor than did his native city.

**President MacDonald:** We are asking Mr. Frank Theis, of Kansas City, to say a few words about Ben Moore.

### TRIBUTE TO B. C. MOORE

**T**HE Grain Dealers National Association has lost one of its most valued members. The passing of Benjamin C. Moore of Kansas City on August 11 this year came as a tremendous shock to his many friends and associates. It has been said that he knew intimately more men in the grain trade than any other man.

Mr. Moore was president of the Moore-Seaver Grain Company of Kansas City, with which firm he had been associated during his entire business career. After finishing school he entered the grain

business with his father, who was then head of the Moore Grain & Elevator Company. Ben Moore had been a member of the Kansas City Board of Trade for the past 25 years, during which time he was always actively associated with the affairs of that organization, having been a director for a number of years, and held the office of president in 1916. He also served on numerous important committees of the Board of Trade, among them the Business Conduct Committee, of which he was a member at the time of his death.

Mr. Moore was also Director of the National Grain Dealers Association for a number of years and always vitally interested in their various problems. He was thoroughly familiar with National affairs, having served on the National Legislative Committee of grain exchanges. He took very active interest in civic matters in Kansas City and at one time was vice-president of the Chamber of Commerce of Kansas City in charge of agriculture.

While the holding of these numerous offices and various honors will stand as a lasting tribute to Mr. Moore's unusual energy and splendid ability, still the memory that will be cherished by those of us who were closest to him, will be that of his rare personality, his lovable character, his honorable reputation, his kindly disposition, his true sportsmanship and his sincere desire to help anyone who was in need of assistance.

In conclusion, I would like to read to you the resolution that the Kansas City Board of Trade adopted immediately after the death of Mr. Moore, which is a beautiful memorial to a real man among men:

"Whereas, in the wisdom of the Almighty God, it has been decreed that our much beloved fellow-member, Ben Moore, should be taken from us, and

"Whereas, we, his fellow-members, being conscious of his sterling qualities and character, his loyalty and his untiring efforts to answer every call, his large-hearted helpfulness to his fellow-members—find our language inadequate to fully portray the deep sense of our loss, therefore

"Be it resolved, that the Board of Trade mourns the loss of this valued fellow-member, and that the sympathies and condolences of this organization be extended to his family, and that a copy of this resolution be spread upon the minutes of the Board of Trade of Kansas City, Mo."

**President MacDonald:** We are going to ask our Second Vice-President, George Booth, a very, very close associate of Mr. Gates, to say a few words about Mr. Gates.

### MEMORIAL TO LESLIE M. GATES

**A**NYTHING that I might say about Mr. Gates would be entirely inadequate. When this request came to me from Mr. Quinn, I felt that I could not do it. It is too much like talking about my brother. Most of you men know how dear to me Mr. Gates was through the years.

I was employed by him in 1906 and continued on through the years with only a brief intermission when we were separated. The personal element is so strong that it is hard to talk about Mr. Gates in a public way. He was so thoughtful of those about him, and of the people who were working with him, that he was not a boss, not a supervisor, but always an associate.

Fifty-five years ago this winter Leslie F. Gates was born in the little Pennsylvania town of Canton. His father was an itinerant minister living a life of self-sacrifice for his people, and no doubt from this parentage Leslie Gates received his fundamental ideas of giving and of public service.

After finishing the public schools he worked his own way through Lafayette College at Easton, Pennsylvania, and one of the experiences he liked to recall of that time in his life was his work in a railroad Y. M. C. A. down in the railroad yards of New York City where he cooked, waited table, looked after the comforts of the railroad men, and performed other tasks.

Coming to the Middle West soon after his college days, Mr. Gates entered the grain business in Chicago, after three or four years in the publishing business, in which he became the western manager for D. Appleton & Co.

His record in the grain trade is pretty well known. His remarkable mentality and ability to clearly analyze most any problem soon won recognition for him in the Chicago Exchange. He served as director of the Board of Trade for several years, then as its president during very trying and difficult years, and was instrumental in much constructive work on the Chicago Exchange and throughout the grain trade. His big ambition was to add something to the ideals, do something worth while for the grain business, in which he was living and in which he was a financial success.

You know of his work on the Legislative Committee. Month after month he was in Washington, representing this trade, informing the legislators of our business, and putting the business in its proper light before the officials at Washington. His work was most arduous.

He was instrumental in having the Business Con-



duct Committee organized, and served on that committee. He was active in civic work in Chicago, and president of one of the large school organizations there. He was untiring in his efforts in public work and in the work of the grain business.

As a matter of fact, gentlemen, it is my private opinion that Leslie F. Gates' death, his untimely death, through a heart affection, was directly brought on by his intensive work in connection with the grain business. You will remember the trial in Chicago in which he was Chairman of the Committee. I never have seen a man work as he did work at that proposition.

What I have just said in the last few minutes is more along the business line, but so many of you gentlemen that I see here knew Leslie Gates personally, as I knew him, knew of his great generous heart, his great friendship for men, his great desire to do something for men, through our organization. He was loved by everybody. Anybody, from the office boy up, could come in and tell their affairs and troubles to Mr. Gates and get a sympathetic hearing and real help. As one of his executors I was amazed to see the record of some (not a complete record) things that had been done that there was nothing to be followed up about.

I can only say, gentlemen, in closing that I feel that it is unnecessary for me to bring these things before you because Leslie F. Gates was so well known and so much loved by most of our organization. His great ambition, his most outstanding characteristic, was giving, giving of himself and of his resources. He tried to make us around him feel that it wasn't what we got; it was what we gave, and he is outstanding in my mind and in my heart as one of the greatest givers I have ever known.

**President MacDonald:** Thank you, Mr. Booth.

The next event on our program is the real history of what the Association is doing, has been doing, the report of the secretary-treasurer, Charles Quinn.

## ANNUAL REPORT OF SECRETARY QUINN

**T**HIS is the sixteenth annual report of your secretary. In presenting it he will, as usual, endeavor to draw a picture of the activities of the Association during the last year.

There will, of course, be the usual reports from the chairman of the various committees. These reports will treat in detail the work of each committee but each report must, of necessity, be fragmentary in its relation to the whole. As your secretary is in direct touch with all Association activities it becomes his duty to co-ordinate the various reports and give you a composite picture of what has transpired since the last annual convention.

It is now about a third of a century since the Grain Dealers National Association was launched upon its career. It was organized in Chicago on November 9, 1896. It is not necessary for your secretary to recapitulate here the work the Association has done in the past. This story of accomplishment has been chronicled in his annual reports in the last few years. It has become a part of grain trade history. The labors connected with the establishment of compulsory arbitration, the work of unifying the grain grades and the trade rules, the efforts put forth to protect your interests in transportation matters, and the close attention paid to legislative affairs—all these are known to the members.

To go into detail regarding the activities of the various committees during the last year would not only be unnecessary but it would be an encroachment upon the legitimate functions of the committee chairmen having these matters in hand. Your secretary will touch upon them lightly so that the members may obtain a running account of the whole work which account they may at their leisure fill in and complete by reference to the various committee reports.

There is one branch of association activities, however, which may not be treated in this manner and that is legislation. Your secretary is fully aware that every member of the Association, direct and affiliated, is looking forward to the Peoria convention for guidance and advice relative to the proper attitude he should assume toward the so-called "Farm Relief" bill passed at the present special session of Congress.

This law presents to the trade a situation which has no parallel in the history of the grain business.

It is the culmination of a decade of agitation to improve the economic status of the farmer so that he will be on a parity with the manufacturer and the city man generally.

Such is the expressed motive of the new legislation. The motive, on its face, seems logical and praiseworthy. No one desires to see the farmer the economic "goat" in the post-war readjustment.

But politics and politicians are poor guides in the present situation. Spurred on by public clamor, Congress has passed what is without doubt the most socialistic law ever enacted in this country.

This law takes a step in a direction that is extremely dangerous in a democracy such as ours, and it is a step that will be difficult to retrace unless the United States Supreme Court should declare the law unconstitutional.

The new Agricultural Marketing Act is the very apotheosis of bureaucracy. It enthrones the bureaucrat beyond the reach of the people by giving a Federal

bureau or board such power as was never dreamed of heretofore.

A few years ago such an act as that just passed in the interests of farmers, could not be imagined, but today it receives little attention and practically no criticism from constitutional lawyers and others who follow the trend of political and economic forces.

Why is this? What has wrought the change in the public attitude toward bureaucratic growth and development?

Your secretary believes it can be found in the general tendency toward consolidations, mergers and expansions of all kinds. The country is going through a very orgy of speculation with its accompanying inflation and heedless conduct. Every day the daily papers bring accounts of newer and bigger mergers in railroads, banks, power companies, mercantile concerns. Chain stores are everywhere destroying individual initiative and building up giant corporations. A few years ago Congress was passing laws like the Sherman and Clayton Acts to protect the weak against the strong. Today big business laughs at these laws which have become impotent.

Centralized control of industry is the order of the day. Through interlocking directorates, stock holdings, holding companies and other methods the entire commercial system of the United States is being unified.

The most curious aspect of the situation is not only the public's apathy but its complete forgetfulness. One would never think, viewing what is going on, that the country went through many struggles in the past to preserve the small merchant. No voice is today lifted in his defense. On the contrary we have the extraordinary spectacle of the farmers themselves, the greatest individualists of all, petitioning the Government to annul its famous "consent decree" and permit the packers to establish chain stores.

With this change in the national psychology is it, after



SECRETARY CHARLES QUINN, RE-ELECTED

all, so very surprising that Congress should pass such a law as the one establishing the Agricultural Marketing Act?

Big business, as the price of its immunity from prosecution, was willing to give this law to the farmers. No one can say that the bill did not receive the support of the business interests. The United States Chamber of Commerce favored it and all those who are truly representative of "big business" either openly advocated it or remained silent. Both political parties committed themselves to it. It went through Congress with remarkable unanimity of sentiment. The senators and congressmen who, a few years ago, scoffed at the possibility of such legislation ever meeting with popular approval were the loudest in their endorsement of the Agricultural Marketing Act.

The fact seems to be that the country has been going through a revolution without our realizing it.

And this revolution has been accomplished by such silencing and sleep-producing assertions as "the fact that business is being organized into big units does not necessarily mean that it is bad."

All economists, to say nothing of the moralists, believe that business can become too big. They need go no further than human nature where they may rest their case. Too much power in the hands of a few men has always been abused. Economic and political history teems with such abuse.

The public has a short memory. It has forgotten its past struggles to preserve its liberty and within the last few years it has again given that liberty away. If it does not have to fight in the near future to regain it then past human experience is of no value to the race.

The Agricultural Marketing Act is not inconsistent with the modern trend in business, much as we would like to think otherwise. It is a by-product of mass production—of the new idea that everything that is big must be good.

We have become so committed to the theory of "bigness" that European statesmen are talking about the "economic unity" of their whole continent into the "United States of Europe," for protection against the growth of our industrial power.

Believing as we do in the ability of giant industrial corporations to perform miracles, it is not strange that the obsession should find expression in an attempt to market all farm products through agencies sponsored by the Federal Government.

The truth seems to be that we have consciously or unconsciously, embarked as a nation upon a course that, sooner or later, will lead to state socialism.

The whole country is under the influence of the idea that the day of the small business man is passed; that corporate power is inevitable in the evolution of human society; that the law of supply and demand can be permanently suspended by tariffs and other legislation, and that we can ignore the laws of exchange by selling to foreigners without buying anything in return.

No intelligent man can escape the conviction that such a theory is wrong; that it will ultimately lead to disaster, both to business itself and to the individual. It is too trite to say that the law of self preservation is the first law of nature. Other countries are bound to protect themselves against such aggression.

The buyer will not long remain subservient to such assaults from organized sellers. If Europe is already talking about protection from the industrialists of the United States, how long will it be before the grain buyers in the consuming centers of the same continent will organize to meet the "stabilizing" operations of the Federal Farm Board, the Canadian Wheat Pool, and the Wheat Pool about to be organized in Australia?

Does any sane man think that organized selling will not be met by organized buying? And when this occurs what becomes of the sellers' advantage?

Bigness begets bigness. It is the law of equilibrium. A single selling agency, to control the wheat of continental United States, and thus to "stabilize" prices, is an iridescent dream. Its promoters lose sight of the fact the buyers of wheat are sure to find a means to neutralize such a one-sided arrangement.

The obvious purpose of the new Agricultural Marketing Act is to attempt two things: Bring the producers of wheat together in one national pool, through propaganda and organization, and then to market their grain through a single agency.

The law empowers the Federal Farm Board not only to perform these two things but it enjoins upon the Board the obligation to do them. It is in fact mandatory. The Board must endeavor to organize the farmers, public money being provided for this purpose. While the fiction is maintained that the Government is not engaged in the grain business, because the co-operative companies are "farmer owned and farmer controlled," everyone knows that without the backing of the Federal treasury the scheme would never have been attempted.

No one doubts that the purpose of the law is to supplant the existing system of grain distribution and substitute in its stead a co-operative scheme financed from public funds. Indeed the preamble, or "declaration of policy," in the beginning of the bill, says this plainly.

The grain men of the country are, therefore, confronted with this obvious problem: If the scheme succeeds the independent dealers will be eliminated. If it fails the country will go back to the present system which is the product of nearly a century of competition and evolution.

There is no man, familiar with the long history of the grain trade, who would predict other than ultimate failure. But that is not the immediate consideration. It is the interim or interval between the launching of the scheme and its final collapse that causes so much concern. What will happen to the grain business while the politicians and bureaucrats are experimenting and trying to subvert natural law?

While the losses to the trade will be incalculable they will be no heavier than those which will be suffered by the farmers who will have had foisted upon them futile, delusive experiments with price-fixing and indirect governmental buying and selling.

For more than 30 years the grain trade has been under investigation by some Government agency, either state or Federal. There has been no time in that long period when there was relief from some form of espionage. Congressional committees, state legislatures, Federal Trade Commission, state and Federal departments—all have "probed" and investigated from every possible angle. The country elevators, the terminals and futures trading have each in their turn been under investigation. What was the net result of all these proceedings? It may be stated in a few words: Grain raised on American farms is merchandised at a lower margin of profit than grain was ever handled in the history of the world!

It cannot, therefore, be the purpose of the new Agricultural Marketing Act to handle grain cheaper than it is merchandised under the present system. One must look for another object. And that object is not difficult to find. It is to "stabilize" prices above a world level by "withholding the surplus from the market and feeding it out in an orderly manner."

It was this catchpenny phrase, so glibly uttered by every politician and office seeker in the last election, that Congress tried to express in the farm relief legislation just passed.

It seems like a waste of time to discuss with practical



grain men the fallacy of "orderly marketing" as understood by the politicians. Every member of the Association knows that the present system is the very essence of "orderly."

With futures trading as the keystone, and with the small toll taken by the middleman, the farmer receives everything to which he is entitled when he raises a world crop like wheat.

If the Government attempts to subvert economic law by placing wheat, a world crop, on a domestic level, and thus raising the price, who is to regulate production?

It is possible to "stabilize" prices in about one year in five, if the corporation should be lucky enough to purchase its stocks just prior to periods of small production, but if an effort is made to maintain values during periods of heavy yields the stabilizing corporation would be carrying a load that would be staggering, and even Uncle Sam, rich as he is, would call a halt to the losses sure to follow.

It seems more than "passing strange" that the American Government should give a bureaucratic Board the power to destroy futures trading through stabilizing operations at the very time when industry in so many branches is finding such trading a necessity.

Within the last year futures trading has been established in the merchandising of cotton seed products, mill feeds and burlap bags, products that were disposed of in the old way until it was found that their distribution could be greatly facilitated by the methods long ago found necessary in grain.

Every few days reports come of the establishment of such trading in all sections of the country and nearly all quarters of the globe. Yet political leaders, with no knowledge of grain merchandising, and acting upon the advice of doctrinaires, are attempting to change a system that has demonstrated its unquestioned value over a long period of time.

It must be plain to everyone who thinks at all that such a radical change could come only from extraordinary conditions brought about by a change in the entire outlook of a nation.

The older members of the Association will not fear this change except insofar as it will bring temporary disorder in the trade. They know human nature. They have seen other violent breaks with the past and they have watched the readjustments that inevitably followed.

These readjustments have generally been painful but when they were finally completed things moved along much as they had done before. Economic law cannot be changed by parliaments, congresses or Utopian dreamers.

We all remember when the railroads were the football of politics; when the man beginning a political career attacked the carriers to advance his personal interests. Government ownership was on the horizon in those days and restrictive legislation was enacted at every session of Congress. But the tide at last turned. The people, finding that they were destroying one of their great distributive agencies, began to help and not hinder the carriers, and today the railroads are more prosperous than ever in their history.

Your secretary does not hesitate to predict that it will be the same with the grain trade. While no one can hazard a guess as to exactly what course the new movement toward centralization will take, we may harbor the assurance that history will repeat itself and that the pendulum will swing back, because the American people will never permanently surrender a heritage that is based upon individual freedom and the right to develop private initiative.

The grain trade has always boasted of its marvelous efficiency, brought about by competition that is open to everyone who cares to engage in the business. These claims are about to be put to the test. We do not fear the final result.

Knowing that political and economic theories move in cycles we must, like the railroads, wait for the change in public sentiment. Yesterday it was individualism run wild. Today it is co-operation on a gigantic scale, a scale that is so big that it tends directly toward state ownership and control. Tomorrow the current will be reversed and the march backward will be begun.

While the immediate future does not appear propitious to the independent grain dealers, the experiences of the railroads and the packers must not be forgotten. In time the farmers will discover that politicians cannot increase the market prices of their products through legislative fiat and then economic sanity will return.

James L. King, chairman of the Association's Legislative Committee, will go into details regarding the work of his committee during the year. He will tell about the delegation of 11 members who had a conference with President Hoover in Washington on April 10 while the House Committee on Agriculture was giving hearings on the Farm Bill. He will explain why the committee went to the President instead of making an appearance before the House Committee. Mr. King will also have something to say about the Strong bill, designed to protect owners of drafts and other cash items sent to distant banks for collection; about the struggle over the tariff and also about the efforts of the Association to have the tax on cash sales of grain removed from the revenue bill.

#### Transportation

Henry L. Goemann, the faithful and energetic chairman of the Association's Transportation Committee, will present his annual report to this convention and tell you what has transpired in the field of transportation

during the last year. Your secretary does not wish to go into details regarding transportation because they will be fully covered in Mr. Goemann's report.

There is one matter, however, that your secretary desires to discuss briefly, and that is the recent attempt of the carriers to abolish the 60,000 pounds capacity car as a minimum and substitute 80,000 pounds. They attempted to do this by reserving to themselves the right to refuse to supply a 60,000 pounds capacity car when ordered by a shipper and substituting an 80,000 pound car in lieu thereof.

The carriers announced a hearing to be given the shippers on this subject at Chicago on May 21 last, but the hearing was never held and the matter was postponed until further notice.

Of course the problem is not of great moment in the case of large receivers of grain in the West and also at the export elevators. It is doubtless an advantage as far as they are concerned because a large car may be unloaded almost as quickly as a small one, but to the little interior dealer east of the Mississippi it is a serious matter. Many such dealers have neither the funds nor the storage capacity to handle such big cars. Mr. Goemann has been fighting valiantly to protect these small dealers. It was with the idea of having this matter thoroughly discussed that the association asked M. J. Gormley, chairman of the Car Service Division of the American Railway Association, Washington, D. C., to appear on the program at this convention. Mr. Gormley will, without doubt, be glad to discuss the subject



JNO. S. GREEN  
Louisville, Ky.



GEO. E. BOOTH  
Chicago, Ill.



W. J. EDWARDS  
St. Louis, Mo.



F. E. WATKINS  
Cleveland, Ohio



R. W. HALE  
Nashville, Tenn.



A. S. MACDONALD  
Boston, Mass.



CHARLES QUINN  
Toledo, Ohio

### EXECUTIVE COMMITTEE 1928-1929

fully, both in his address and in the informal discussion that will follow.

Another matter which has engaged the attention of Mr. Goemann to a great extent during the last year is the subject of tolerance allowance on grain shipments. A proposition was submitted by the carriers to deduct one-tenth of 1 per cent with a minimum of 100 pounds, and if shipments are within this tolerance no correction will be made on the expense bills for assessing freight charges. The grain trade desires that the present method of assessing freight charges on the outturn weight be continued.

Before opposing this proposition Mr. Goemann canvassed the trade and found that the country shippers, the leading terminal markets, the other members of his committee and the Millers National Federation were all opposed to granting any tolerance. He has, therefore, formally filed his objections to the scheme.

The Association, in its long fight with the carriers, has never subscribed to the principle of a tolerance in weights. In its conflict with the railroad in Docket 9009 it conceded one-eighth of 1 per cent for "invisible" loss in handling grain. The carriers called this "natural shrinkage," but the Association has never admitted there was any "natural" shrinkage. It was understood at the time the Association made the concession that the one-eighth of 1 per cent was to cover everything, including "tolerance," "natural shrinkage," "invisible loss," or any other cause. Most of the controversy raged around this point. Mr. Goemann and the other members of his committee did not wish to be sticklers for form or phraseology. They wanted results, and in order to reach an agreement with the railroads they

made the concession of one-eighth of 1 per cent with the understanding that this concession would for all time settle the dispute.

Every year finds the Association more and more indebted to Mr. Goemann for his unselfish labors in behalf of the grain trade. He takes as much interest in his work as though he were drawing a large salary. Few of the members realize the sacrifices he has made for the Association or the complete unselfishness of his efforts. His work has been quietly but effectively performed. It may be stated here, merely as an illustration of his usefulness to the trade, that he was instrumental in having the American Railway Association insert in its heavier grain loading circular, recently issued and distributed broadcast, the words "24 inches of space must be left on top of the load for samplers to enter the car and make proper inspection."

When the poster was prepared by the carriers, Mr. Gormley submitted the original drawing to Mr. Goemann for his endorsement. The drawing made no reference to the necessity of allowing 24 inches of space for sampling. Mr. Goemann at once got in touch with Mr. Gormley by wire and the change was made. Had the circular gone out to the trade without the sentence above great confusion would have resulted. This may seem a comparatively small thing, but it is here related to show how the chairman of the Transportation Committee keeps a close watch on all matters affecting his department.

The Association is indeed fortunate in having a Transportation Committee whose members are all traffic experts. G. Stewart Henderson and H. C. Wilson, the other members of the committee, are men who have had much experience in transportation matters. Mr. Henderson, as traffic commissioner of the Baltimore Chamber of Commerce, is thoroughly versed in the eastern situation as it relates to the movement of grain and Mr. Wilson, who is traffic commissioner of the Sioux City Board of Trade, knows the western situation. His former connection with the Interstate Commerce Commission as an examiner has also been of great assistance to him. These two are a powerful help to Mr. Goemann in solving the traffic problems of the members of the Association.

#### Uniform Grades

The past year has seen much activity in the Uniform Grades Committee. Indeed Geo. C. Martin, Jr., chairman of the committee, has had several highly important problems on his hands at one time. Not since Congress passed the Grain Standards Act, or since the hearings on the wheat and corn standards, has as much attention been given to grain grading as in the last year.

One of the first problems to engage the attention of Mr. Martin and his committee arose shortly after the last annual meeting. It resulted from the action of the Department of Agriculture in making a new ruling governing the grading of barley.

By this ruling considerable barley grown last year in Illinois, Iowa, Indiana, Ohio, and Wisconsin was practically excluded from commercial channels for a time because, it was alleged, it was poisonous to hogs. Barley exported to Germany was said to have produced diplomatic correspondence between the German Republic and the State Department at Washington. It was this correspondence that caused the Department of Agriculture to formulate a grading rule that was drastic. This rule caused losses to a number of barley exporters and interior dealers. It amounted almost to an embargo on the shipments to Germany of barley grown in the states named.

The cause of all the trouble was the development in some of the midwestern barley of a "scab" or fungus. The grain affected was barley that was grown after the wheat was winter killed. It bore a pinkish end. Investigators said that this merely indicated *Giberella sabinetti*, which is commonly known as wheat scab.

Not all of the barley grown in the Midwest was affected. Indeed it was said that comparatively small areas were really under the ban, but, owing to the complaints filed with the State Department at Washington, the whole of the barley grown in the Midwest came under suspicion.

The ruling of the Department of Agriculture greatly reduced the price of barley. Several cargoes of American barley were shipped to Germany shortly after the harvest last year and merchandised in the interior of that country. Complaints were filed with the German State Department that some of the barley was poisonous and that it had killed some the hogs to which it had been fed. Investigation was at once begun. In the meantime the American Department of Agriculture placed its restriction on the suspected barley.

The Department gave a hearing to the grain trade at Chicago on December 6. At this conference the barley situation was canvassed in all its aspects. Mr. Martin, chairman of the Association's Uniform Grades Committee, attended this hearing and he will give the convention a full account of the barley situation as it affected last year's crop, and he will discuss the possibilities of future barley trouble due to scab.

The friction that resulted between the American exporters and the German importers as a result of the scab situation was presented for arbitration to the London Corn Trade Association. A decision was given in favor of the exporters, but this decision has been appealed to the British House of Lords. A final judgment is expected in the next few months.

Another problem that has been given much attention



by Mr. Martin and his committee related to the grading of Winter wheat in the Southwest. Owing to climatic conditions prevailing, especially in Kansas when the 1928 crop of wheat was harvested, practically all of the head and bundle wheat that was threshed in October carried a straw or ground odor and many of the kernels were dark at the germ end. Nearly all of this wheat, regardless of test weight, graded No. 5 musty.

As a matter of fact a small percentage of this wheat was really musty, but the Government supervisors insisted upon grading the wheat down on account of straw or ground odor.

It was the contention of the Kansas shippers that kernels of wheat showing dark at the germ end should not have been graded down as this apparent damage was removed with the bran in milling and did not affect the quality of the flour.

An appeal was made to Secretary Jardine from the southwest shippers asking for a hearing which was given in Kansas City on November 9. This conference was attended by Geo. A. Aylsworth, of Kansas City, a member of the Association's Uniform Grades Committee.

Out of this conference has come a new departure in the administration of grain inspection regulations. A contact committee was the result. This committee consists of representatives from the grain exchanges, milling associations, farmer organizations, and agricultural colleges. The committee is to make investigations and recommendations as to what is damaged wheat and what is musty or straw color and is to be of a standing nature.

Mr. Martin will tell the convention all about the work of this contact committee and what it hopes to accomplish in the future.

It was to bring these two important matters before the members that H. J. Besley, in charge of the Grain Division, Bureau of Agricultural Economics, U. S. Department of Agriculture, was asked to address the convention. He will talk on not only the problems connected with the grading of this year's grain crops but also the troubles of the Department in handling the barley situation and the grading of wheat in the Southwest.

## Grain Products

There will be presented to this convention the question of changing the name of the association by the inclusion of the word "Feed", making the name to read in future: "Grain and Feed Dealers National Association."

This question is one that has been before the association ever since the annual meeting at Buffalo in 1926 when your secretary urged that more recognition be given the feed trade. He suggested at that time that the name be changed to the "Grain and Feed Dealers National Association," and he urged as a reason that there are three feed associations now affiliated with us. These three organizations are the Eastern Federation of Feed Merchants, the Mutual Millers and Feed Dealers Association, and the United States Feed Distributors Association. In addition to these many members of the Association handle feed as a side line.

As every grain dealer in the country knows, the feed business is growing rapidly and this growth is bound to continue as the country becomes more and more urbanized. The great development in population of our cities and the coming of the automobile have changed materially the character of the grain trade. The future seems to belong to the feed rather than the grain business. The latter has no doubt reached its maximum while the feed industry is really only in its infancy. As the years come and go the growth of the feed business is bound to develop until it becomes of major rather than minor importance.

At a special meeting of the United States Feed Distributors Association, held at French Lick Springs, Ind., on June 7 last, the following resolution was adopted:

"Resolved, That the matter of repealing article II of our by-laws be laid upon the table until members of the Grain Dealers National Association shall have had an opportunity to vote at their next convention in Peoria, Ill., on the recommendations of their Board of Directors as to changing the name of their Association to Grain and Feed Dealers National Association."

"Resolved, That if the Grain Dealers National Association (a) Changes its name; (b) Gives the Feed Distributors representation on its Board of Directors, and (c) Gives assurance that disputes as to transactions in feed stuffs will be referred to arbitration committees composed of dealers in feed, then this Association will merge with the Grain Dealers National Association."

A special committee of three was appointed by President Burns, of the United States Feed Distributors Association, to consult with the officials of the Grain Dealers National Association relative to carrying out the terms of the foregoing resolution.

This convention will be asked to pass upon the question of changing the name of our Association. If you decide to do this the United States Feed Distributors Association will go out of existence and its members will be absorbed into the Grain Dealers National Association.

As is well known, the Grain Dealers National Association assisted materially in the organization of the United States Feed Distributors Association in 1920. It also gave assistance in the formulation of feed rules for the guidance of feed dealers who never had, until that time, any trade rules. It has also been doing all the arbitration work for the members of the feed organiza-

tion, having appointed a feed arbitration committee for that purpose. It will thus be observed that the relations between the National Association and the members of the United States Feed Distributors Association have been close and most cordial. It is but a short step from past amicable relations to an actual consolidation of the two associations.

On November 4 last your secretary sent to the members of the Association's Board of Directors a letter in an effort to secure an "expression of opinion" from them on the question of changing the name of the Association. The vote on the proposition was as follows:

To change the name, 26. Object to any change, 2. To change the name provided it is apparent that a substantial majority of the members of the Board desire to make the change, 4. Not voting, 2. The Board has 34 members.

The canvass developed the fact that the Board of Directors are almost unanimously in favor of the change. Twenty-six members of the Board voted for the change unreservedly. Two were positively against any change and four were not entirely convinced of the desirability of the change but they are willing to support the proposition if the directors as a whole think that the change is advisable. Under the circumstances the vote really stood 30 to two in favor of the change, with two members not voting.

## Trade Rules

S. P. Mason, chairman of the Trade Rules Committee, will present his annual report to the convention and detail the work of his committee during the year.

Mr. Mason has answered a large number of trade rule questions that have been asked him by members in all sections of the country. These questions and answers have been sent to the other members of his committee and then published in *Who Is Who in the Grain Trade*. The Association is deeply indebted to Mr. Mason for his able and conscientious work. His replies to the



W. H. HARTER  
Winner of Second Booster Prize

various questions propounded have been read eagerly by all members of the Association. They have proved educational and they are the direct means of familiarizing the members with the trade rules.

Since the Association first adopted its trade rules, in October, 1902, or 27 years ago, many changes and amendments have been made. The rules have been revised three times, namely, in 1906, 1910 and in 1914, and they have been amended thirteen times, in 1903, 1907, 1912, 1915, 1917, 1918, 1919, 1920, 1921, 1922, 1923, 1924 and 1925.

As will be seen it is four years since the last amendment was made. This shows how well the rules are working. At each of the last three conventions, amendments were offered but they were not accepted, it being felt that the rules are now about as near perfect as it possible to get them. They have been amended and refined so often that provision has been made for practically every situation that may arise. To be sure other amendments will be made in the future because conditions change, but it may be taken for granted that no amendment will be accepted by the members unless it is obviously needed. Changing for the mere sake of change is not characteristic of the Association.

## Arbitration

The work of the Arbitration Committees of the Association for the last convention year is shown in the following table:

Number of cases at the beginning of the convention year .....	15
Number of new cases filed during the year .....	36
Total .....	51
Number of arbitration decisions during the year ..	19
Cases withdrawn .....	6
Cases settled direct .....	10
Cases dismissed .....	3
Cases pending .....	13
Total .....	51

Appeal cases pending at the beginning of the convention year .....	4
Cases appealed during the year .....	4

Total .....	8
Appeal cases decided during the year .....	4
Appeals withdrawn .....	1
Appeal cases pending .....	3

Total .....	8
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There were but 13 cases pending at the close of this convention year as compared with 15 reported at the last convention.

Each year sees the number of arbitration cases decline. There are fewer disputes now pending than at any time in the last 15 years. This is no doubt due to two primary causes—the settlement of the trade back into quite normal channels following the world war and the better understanding of the trade rules. The highly efficient work of the various chairmen of the Trade Rules Committee is to be commended. Their answers to trade rules questions, published regularly in *Who Is Who in the Grain Trade*, have been educational and they have without the least doubt prevented the filing of many disputes for arbitration. It not infrequently happens that a member contemplates starting an arbitration case but before doing so he writes to the chairman of the Trade Rules Committee. The answer he receives may disclose his error and he quietly drops the case. Again, an answer from the Trade Rules Committee chairman may have the effect of compelling a settlement with the defendant. In either event no case is filed for arbitration.

As will be seen from the foregoing table, there were 19 arbitration decisions announced during the year. There were also 19 cases that never went to the committee after applications for arbitration were filed with the secretary. Of this number six were withdrawn, 10 were settled direct and three disputes were dismissed for want of jurisdiction. This discloses the interesting fact that only about 50 per cent of the disputes that are filed are arbitrated. For the most part the others are settled through the medium of the secretary's office.

It is gratifying indeed to know that compulsory arbitration is so firmly established in the Association and that the number of cases is annually becoming smaller.

It is also a source of great gratification to learn that the expulsions for refusal to arbitrate or refusal to pay awards have also declined. But three members were expelled during the year. These three are: The Winchester Milling Company, Winchester, Tenn.; the Geo. W. Young Company, Owosso, Mich.; and the Adair Grain Company, Wichita, Kan.

The Winchester Milling Company refused to arbitrate with the Belt Seed Company, of Baltimore, Md. The Geo. W. Young Company would not arbitrate with the Consolidated Feed & Grain Company, of Buffalo, N. Y., and the Adair Grain Company refused to have the arbitrators decide their dispute with the California Milling Corporation, of Los Angeles.

The Board of Directors of the Association formally voted to expel all three members. These decisions of the Board are based on Section 2, Article IV, of the By-Laws. This section reads:

"Neglect or refusal to submit the subject matter of a controversy to arbitration, or failure to comply with an award of an arbitration committee, shall be deemed uncommercial conduct and the penalty therefor shall be expulsion."

## Membership

The following table shows the membership of the Association—direct, associate and affiliated:

Number of direct and associate members on September 22, 1928 .....	1,214
Direct and associate members in good standing at the last convention .....	174
Total .....	1,388
Direct and associate members in good standing on October 12, 1929 .....	1,159
Number of delinquents .....	42
Direct and associate members lost during the year from the following causes:	
Resignations .....	101
Gone out of business .....	42
Expelled .....	3
Dropped for non-payment of dues .....	40
Dropped from membership list for violation of Section Five of the Grain Standards Act .....	1
Net decrease in direct and associate members during the year, 13.	1,388

## Affiliated Members

Affiliated members reported at the last convention ..	2,166
Affiliated members on October 12, 1929 .....	2,148

Decrease .....	18
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## Direct, Associated and Affiliated

Total number of direct, associate and affiliated members reported at the last convention .....	3,380
Total number of direct, associate and affiliated members on October 12, 1929 .....	3,349

Decrease .....	31
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As will be seen from the foregoing table the number of new members secured during the year was 174. That was an excellent record in view of all the circumstances.





F. E. WATKINS  
Cleveland, Ohio



W. W. MANNING  
Fort Worth, Texas



W. C. COOK  
Fort Collins, Colo.

Not many new concerns are going into the grain business due to the uncertain conditions surrounding the trade. Again, many of the older companies engaged in the business retire for various reasons while others consolidate. For 17 years the Association has been conducting annual booster campaigns with the result that most of the non-members or prospects have been canvassed at one time or another. The field is thus narrowed each year because grain raising has reached its maximum under existing conditions. Of course, the country is capable of producing a greater volume of grain but no one looks for any increase in the near future because of the difficulty of disposing of present surpluses. It does not seem, therefore, that there will be any material increase in production until there is a corresponding increase in population.

Bearing these facts in mind the members of the Association will at once appreciate the splendid work that was done since the last convention by the loyal and untiring boosters. No praise that can be given them is too fulsome. They are the salt of the earth. Year after year they labor to keep up the membership by supplying new members to take the place of those who leave the Association. Without their invaluable co-operation there would be no Association.

## Booster Prize Winners

In 1927-28 the members of the big Booster Committee secured 221 new members, but that was the best year, from a membership standpoint, since the war, there being a net gain of 82. This year the boosters just about succeeded in holding their own, the figures showing the slight decrease of 13 in a total membership of about 1,200. If the work of the boosters in this campaign and the one preceding it is taken into account a net gain of 69 is shown.

President MacDonald will give four prizes this year to the four men who stood the highest in the Roll of Honor list on August 10, when the campaign was form-



L. C. McMURTRY  
Pampa, Texas



W. J. EDWARDS  
St. Louis, Mo.



W. G. KIRKPATRICK  
Great Falls, Mont.

Harry S. Klein, of Chicago, and Director W. H. Harter, of Minneapolis, who are tied for second place, also gave yeoman service. It is no easy task to secure 12 applications from non-members. This is Mr. Klein's first year as a booster and he showed from the beginning of the canvass that he was to be reckoned with by those who sought to carry off the honors. Mr. Harter, like Mr. Helm, of Cleveland, the third prize winner, are "old hands" at the booster game. They have won prizes in previous contests and have shown by their consistently successful efforts that they are about the most valuable members in the Association.

Your secretary would like to give the name of each of the 73 boosters who secured one or more new members, but such a list would be too long. However, there are a few of the leaders, aside from the prize winners, whose fine work deserves notice. They are E. P. Wingate, of Denver, and Joseph A. Abel, of New York City. The former secured six new members and the latter five. Both did sterling work. And then there are Leo Potishman, of Fort Worth; Fred W. Scholl, of Cincinnati, and O. S. Dowse, of Chicago. Each of these three landed four new members.

The prizes to be given the four winners have intrinsic value, of course, but that is not what induced the prize winners to put forth such splendid efforts. They were actuated by a far higher motive, namely, the wish to see the campaign a success and thus to keep the Association in the front line of trade organizations.

## Conflict in By-Laws

Your secretary wishes to call to the attention of the convention a conflict in the By-Laws of the Association relating to admissions to membership. Section 4 of Article II of the By-Laws reads:

"Section 4. The Membership Committee shall consist of three members. It shall be the duty of this committee to pass upon all applications, to investigate all objections filed by members as to the



E. A. BOYD  
Spokane, Wash.



W. H. HARTER  
Minneapolis, Minn.



W. A. HOTTENSEN  
Milwaukee, Wis.



L. W. FORBELL  
New York, N. Y.



J. A. REYNOLDS  
Albany, N. Y.



J. H. CALDWELL  
St. Louis, Mo.



BERT T. DOW  
Davenport, Iowa



J. L. KLECKNER  
Neillsville, Wis.



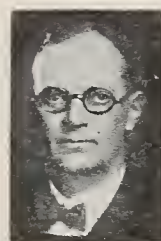
A. C. KOCH  
Brees, Ill.



F. A. THEIS  
Kansas City, Mo.



L. E. OSMER  
Lansing, Mich.



C. D. STURTEVANT  
Omaha, Neb.



R. W. HALE  
Nashville, Tenn.

## DIRECTORS OF THE GRAIN DEALERS NATIONAL ASSOCIATION FOR THE YEAR 1928-29

ally closed. These four are:

Lester Stone, Amarillo, Texas.  
Harry S. Klein, Chicago, Ill.  
W. H. Harter, Minneapolis, Minn.  
C. B. Helm, Cleveland, Ohio.

Mr. Stone brought 19 new members into the Association. Mr. Klein and Mr. Harter were tied for second place, each having secured 12 applications. Mr. Helm induced nine to join.

These four boosters secured a total of 52 new members. This is a great record. It discloses the welcome fact that the boosters of today are just as energetic and successful as they have ever been. And their loyalty to the Association is just as strong and abiding.

To give the reader a general idea of the great work of the big booster committee it may be stated that 73 boosters secured one or more new members during the campaign. Of this number 50 each got one new member; eight boosters each secured two; five each induced three to join; three boosters each landed four new members; one has five to his credit and two secured six new members each. In addition to these are the four prize winners already mentioned.

When 73 boosters bring one or more new members into the Association in a single campaign there is every reason for congratulations. It shows that the members did not join the big booster committee as a matter of form, but that they enlisted in absolute good faith and with the full intention to work and make the campaign a success.

This is what makes each annual canvass for new members such a heartening thing. It inspires the officers with hope for the future of the Association irrespective of any legislation that may be passed by Congress. Grain men are loyal and true friends of their National Association. Not only do they believe in organization in principle but they are willing to back up this principle with their time and money. As your secretary has conducted all the booster campaigns since they were started 17 years ago he is in position to know and appreciate the sterling quality of the boosters. It has been a great honor to have had the privilege of working with such faithful members.

Last year the first prize was captured by Leo Potishman, of Fort Worth, Tex., and this year the honor goes to another Texan, Lester Stone, of Amarillo. Mr. Stone did remarkable work in securing 19 new members. The thanks of the Association is given him for his unselfish labors. It is due to the efforts of such men in the Lone Star state that Texas has such a fine representation in the membership rolls of the Association.



H. W. REIMANN  
Shelbyville, Ind.



L. H. CONNELL



C. C. ISELY  
Dodge City, Kan.



H. R. WILBER  
Jamestown, N. Y.



A. H. HANKERSON  
San Francisco, Calif.



D. A. DAILEY  
Rochester, N. Y.



D. B. KEVIL  
Sikeston, Mo.



J. A. STURGES  
Easthampton, Mass.

desirability of applicants for admission to membership in the Association and to report their findings with recommendations to the Board of Directors."

The section just quoted is in direct conflict with Section 6 of the same Article. Section 6 reads as follows:

"Section 6. The Committee on Rejected Applications shall consist of three members appointed from the Board of Directors. It shall be the duty of the members of this committee to investigate all applications for membership which have received one or more negative votes and report their findings and recommendations to the secretary."

It is apparent that these two sections present a plain case of conflict of authority. Both committees are delegated to do the same thing, namely, to investigate all applications for membership.

This mistake in the By-Laws is due to the fact that when Section 6, creating the Committee on Rejected Applications, was written and adopted a few years ago, Section 4 was overlooked. Section 4 has been in the By-Laws almost from the organization of the Association in 1896. The Committee on Rejected Applications was created because it was felt that it was not practicable to have the Membership Committee make the investigations, and it was decided to give this work to the committee composed of three directors of the Association whose reports would be submitted to the whole board for approval or rejection. This is the manner in which applications, against which objections were made, have been handled in the last several years and it worked with satisfaction.

Your secretary would respectfully suggest that Section 4 be re-written so that the apparent conflict with Section 6 be eliminated.

## Financial Statement

The financial statement is most satisfactory when the present situation is considered. The Association has been subject to unusual expenses since the last annual meeting in publishing literature defending the existing system of grain marketing and also in taking a large delegation to Washington to see President Hoover while the Farm Relief Bill was in course of preparation. Notwithstanding these unusual expenses the surplus for the year has not been impaired. On the contrary it shows a slight increase. The statement this year discloses a surplus amounting to \$11,840.78 as compared with \$11,809.98 last year. The increase is \$30.80.

Each year the books of the Association are audited by chartered accountants and their report is given to the Auditing Committee appointed by the Convention. Following is the financial statement:



W. B. JOHNSTON  
Enid, Okla.



JOHN S. GREEN  
Louisville, Ky.



MARK STEELE  
Buffalo, N. Y.



HOWARD LIPSEY  
Chicago, Ill.



**Financial Statement of the Grain Dealers National Association, Covering the Period from September 23, 1928, to October 13, 1929, Inclusive**

Cash on hand last report..... \$11,809.98

**Receipts**

Direct and branch dues.....	\$20,184.50	
Direct and branch memberships..	3,069.00	
Associate dues .....	565.50	
Associate memberships .....	341.00	
Regular subscriptions to "Who Is Who" .....	641.00	
Affiliated subscriptions to "Who Is Who" .....	993.50	
"Who Is Who" advertising.....	17,341.77	
Sundries .....	475.83	
Arbitration deposit fees .....	1,670.00	
Affiliated dues .....	993.50	
Investments .....	212.50	
Orders for Vol. 1, Decisions of Arbitration and Appeals Committees .....	156.10	
<b>Total receipts .....</b>	<b>\$46,644.20</b>	
<b>Grand total .....</b>	<b>\$58,454.18</b>	

**Expenditures**

Salaries .....	\$14,806.58	
Office supplies .....	1,040.58	
Express and telegrams .....	228.79	
General printing .....	477.35	
"Who Is Who" in the Grain Trade .....	16,479.83	
Office rent .....	2,132.13	
Telephone rent and tolls.....	134.35	
Refund arbitration deposit fees...	965.00	
Legislative expense .....	2,845.98	
Officers' traveling expense.....	960.03	
Secretary's traveling expense....	548.88	
Postage .....	1,420.00	
Sundries .....	231.35	
Convention expense .....	2,850.93	
Arbitration expense .....	771.88	
Returned application fees .....	60.00	
Transportation expense .....	659.74	
<b>Total expenditures .....</b>	<b>\$46,613.40</b>	
<b>In Bank:</b>		
Commercial account .....	\$ 6,448.15	
Petty cash account .....	327.00	6,775.15
<b>Investments:</b>		
United States Liberty Bond.....	5,065.63	
		<b>\$58,454.18</b>

**Conclusion**

Your secretary feels that he should not conclude his report without paying tribute to the unselfish and splendid labors of President MacDonald and the other officers and directors of the Association. They have had in mind at all times the best interests of the members and the grain trade as a whole. Every committee chairman and every director has been prompt in answering letters and in the general performance of his duties. It has indeed been a great pleasure to have been associated with them and your secretary seizes this opportunity to express his gratitude for their uniform courtesy and for the able assistance they have ever been ready and willing to give him.

**President MacDonald:** Thank you, Mr. Quinn.

Now, the matter of the name of the Association is scheduled for tomorrow, but due to the modesty of your officers, brevity of the speeches, we seem to be making good progress. I consulted with some of the representatives of the feed trade, Mr. Cohen and Mr. Eugene Dryer, who are here, and they see no objection to bringing this matter up at this time. Before I call for this subject, I will ask the convention if there is any objection, if there is any reason why we should not discuss this matter today. If there is, say so now.

**John S. Green (Louisville):** I offer a motion that the name of the Association be changed to read "The Grain and Feed Dealers' National Association."

Seconded by John H. Caldwell, St. Louis.

**President MacDonald:** It is moved and seconded that Article I of the Constitution be amended to include the word "And Feed," so that the name of our Association will become, if this vote is carried, "Grain and Feed Dealers' National Association." Is there any discussion?

**Percy Goodrich:** I knew that this question was up before the Board of Directors, and I don't like to oppose it when the vote is so unanimous to change the name, but I can't help but think it is a vital mistake to do it. We need a grain dealers association in this country, surely we do, and I think the feed dealers, the way they are growing, need an association. I believe it is better for the grain trade to stand alone, and I am sure it is better for the feed trade to stand alone.

Out in this surplus grain belt, we certainly need a grain dealers' association if we need any at all. I can see where it would be an advantage to the people in the South and in the East, where probably there are 10 cars of feed handled where there is one car of grain handled, and I am not a prophet nor the son of a prophet, but I predict that if this amalgamation goes, it won't be five years until the grain trade will be submerged by the feed trade. It

is natural that they should be; there are so many of them. We have a hard time getting \$25 a member, but these feed men can put up \$1,000 if they want to. They can employ people we can't employ.

I think it ought to be gone into very closely and I don't think this Association ought to decide this question without some time to consider it. We didn't raise the dues. We put it off a year. Why not let this be discussed by the grain trade as a whole until another convention?

I say I don't like to oppose anything that our good president and the Board of Directors favor, but I am sure it won't go in the West. I don't believe it will. I don't know why it should. The whole personnel of the grain trade is changing, or rather, the feed trade is coming in, and in the East it is growing by leaps and bounds. There is no real grain trade left in the East and South, but there is out in this grain-producing country, and I think we ought to go into it very, very carefully, and I don't believe we ought to decide it now. I don't believe we ought to decide it at this meeting this morning. We ought to let the members mull it over and think it out. If you make a mistake here in doing this, it will be a very fatal mistake.

I just offer that as a suggestion. That is my personal opinion. I haven't talked to anybody about it.

**Fred T. Bascom (Chicago):** It would seem that out of a membership of 1,100 or 1,200, for a couple of hundred men to decide this question at this time wouldn't be fair, and I move an amendment to the motion that when the ballot is taken on this motion, that it be by mail, giving every member a chance to vote on it. That will give us a chance to think it over, and talk it over with a lot of people, personally. It looks to me like a good move. As Mr. Goodrich has said, the feed people are growing, and they have a large interest. The grain trade, I hope, isn't on the decline. There are so many interests, however, that are identical—transportation, arbitration, legislation and kindred subjects,—that it seems like a waste of effort to duplicate the two associations.

That is my motion, to amend that, when the ballot is taken, it be taken by mail. (Seconded by O. L. Bast, Minneapolis.)

**John H. Caldwell (St. Louis):** I think Mr. Goodrich has a misunderstanding as to the people that are wanting to amalgamate with the National Grain Dealers Association. It is not the Mixed Feed Manufacturers Association. It is the Feed Distributors Association, which includes simply mill feed, practically nothing but mill feed. The Mixed Feed Manufacturers Association have an association of their own, but do not contemplate joining the Grain Dealers National Association.

**Mr. Hessberg (Minneapolis):** I am heartily in accord with the views expressed by Mr. Bascom. I do think it would be to the benefit of every member here that a good open discussion be held on this subject. I think most of us are more or less unenlightened on this subject, and in carrying the message back on this subject, we should like to give our members some light on it.

Personally, I can see no objection to changing the name. As Mr. Bascom has outlined, our interests are almost identical, and it will also make for a better financial condition.

**C. D. Sturtevant (Omaha):** I very much question the advisability of the mail vote. I doubt whether such a proceeding is practicable. If it is in order, I would like to have our secretary express his views on the subject of mail voting.

**Secretary Quinn:** I am inclined to agree with Mr. Sturtevant, basing that judgment upon my past experience. I know sometimes it is difficult to get an expression of opinion from our own Board of Directors, which consists of only 34 members, and I rather fear if I attempt to get a decision from 1,200 members, it would be as unsatisfactory as they say this meeting is.

You know we have a great many members who do not know anything about the feed business, and don't care. Like pit traders, for example. I don't suppose they would even answer my letter. As far as they are concerned, they don't care whether it is grain dealers or grain and feed. They simply are not interested. We have many members like that, that I know I would never hear from at all. I also know we have many members who are very apathetic about it. They might answer and they might not, but I do know that out of a total membership of 1,200 I would be lucky if I got more than 35 or 40 per cent of them.

Then there is another thing connected with it. It is so difficult in a communication of that kind unless you make it so long, something like this (indicating the secretary's report); it would be something like a questionnaire sent out by the Chamber of Commerce of the United States. You know how successful they are. Anyone who has ever followed these questionnaires from the Chamber of Commerce knows they are perfectly futile, and sometimes ridiculous. They will be something like that referendum No. 52 on the question of whether the Chamber of Commerce should support co-operation. They sent a thing twice as thick as that (indicating the secretary's report), half of it full of statistics, tables,

economic arguments, mostly abstruse ones, and I think they got something like 36 per cent of their membership to answer. I will venture that not half of those who answered knew what it was all about.

You take a countryman, who does not follow these things—I am not saying these things against the countryman, because the city man is just as bad—the average grain man attends to his business; he is a one-sided man; most of his brain matter is consumed in attending to his own business. When the market is closed, he is likely to quit and go home. He doesn't want to be bothered with circulars, and to put this up to him in the right manner, you would have to write a lengthy circular. I am inclined to say that the referendum vote wouldn't be practical.

**Mr. Goodrich:** If they read these reports, they would be posted on the matter, and on the other hand, they would have a chance and would stop them from kicking afterwards. They would have a chance to answer. If they didn't, you would count them for it. The fellows who did not answer would have to abide by it. This meeting is not one-tenth of our membership.

**Mr. Green:** May I ask the secretary if our constitution does not provide that any change in the constitution must be made by the convention in session?

**President MacDonald:** It does.

**Mr. Green:** It seems to me, then, Mr. Goodrich, under the circumstances, this is the proper place if any place, to change that constitution.

Now, the matter has been discussed by the president and by Secretary Quinn, and a very satisfactory letter was sent to all the directors who were requested to give the matter thought and advise the secretary how they felt about it. That vote was practically unanimous.

As I understand it, the only way, the only proper way, according to our constitution, that a change can be made in our constitution is by the convention in session, which requires two-thirds of those in session to make that change, and it seems to me that we ought to avoid this thing. If it isn't the pleasure of the convention, let's say so; but the directors have by their voice stated that they think that is what ought to be done, and then let's take up the issue and settle it here.

**Mr. Bascom:** My amendment to the motion is evidently out of order, so I will withdraw it.

**President MacDonald:** I should have to so rule. The question now comes on the motion to amend Article I of the Constitution. It requires a two-thirds vote. I simply wish to say in answer to the point raised by a member that he didn't know it was coming up for discussion, that it was printed in the convention number of *Who Is Who*, September 5, but some of these things are not read, however.

**Mr. Hessberg (Minneapolis):** I should like some enlightenment. If this motion were passed, will the Feed Distributors come into our Association in a body, or will this Association have supervision over its membership? I ask that question because to my knowledge—possibly I am not as well informed as I should be on the issue—among some of the feed distributors I happen to know, some who may not be members of the American Feed Distributors Association, who would not be creditable members of this Association. We like to feel, I think, all of us who are members of this Association, that in trading with a member of this Association we at least have the security of trading with one who will carry out his obligations.

I have no doubt there are a great many members present here today who have had dealings with feed distributors, not necessarily members of the Association, who would not be creditable members of our Association.

**President MacDonald:** Eugene Dryer, the father of the U. S. Feed Distributors Association, is here and I think possibly Mr. Dryer will be willing to answer Mr. Hessberg's question.

**Eugene Dryer:** Mr. President, the understanding at the meeting in June was to the effect that a committee of three be appointed to meet with the Grain Dealers National Association in reference to a change of name. The understanding then was to the effect that if this Association ratified that change in name, the name as I understood it, had to come up before the membership in person, at an annual meeting; then we were to amalgamate as a body. As it stands, we have been affiliated for years, and every member of the Feed Distributors' Association has been bound by your rules and living up to contracts, arbitrating matters and controversies, and things of that sort, and the Committee was appointed with the understanding that we bring this matter up here, for your answer or decision.

In the event of your not deciding favorably in the open meeting, then it naturally meant that the Feed Distributors have a meeting here tomorrow or Wednesday morning, with a view of proceeding alone.

Mr. Goodrich is evidently under the impression that this includes manufacturers of mixed feeds. It does not. There are certainly some manufacturers of mixed feed who are members of both these organizations, but this covers mostly the feed distributors, and as I view it, the grain trade today is rapidly resolving itself into a feed trade, by reason of conditions changing almost daily, and I think you will find that 60



to 80 per cent of your membership, that is, the grain trade, are likewise handling feeds.

I believe in union there is strength. I think an amalgamation and a recognition of it in the name, Grain and Feed, will bind a great many more people throughout the country, and enable us to make trades in general throughout the country without a great deal of controversy.

**Secretary Quinn:** I would like to explain this:

The United States Feed Distributors' Association, which wants to merge with us, which has made the proposition, has something like 102 members of which some 60 are direct members of the National, and have been for years, leaving only some 40 or 45 members who do not belong; but belong to the United States Feed Distributors' Association.

Now, as I view it, I don't know but it seems to me that this is what would happen if we did change the name: the 60 odd members who belong and always have will continue to belong as they did before. The 40 others will file their applications with us for membership in the National. They are not members in the National. Some probably don't want to belong to the National and won't file applications, but those who do file applications, the applications will go through the usual course, and be presented to our Board of Directors for approval or rejection.

There is no fear, as the gentleman from Minneapolis thought a moment ago, of anyone, if there should be any one of the 45 who are not members and who might be objectionable, getting into the Association until their applications have been approved by the Board of Directors.

**Mr. Dryer:** Mr. Chairman, as this appears to me, after quite a little study and exchange of corre-



C. B. HELM  
Booster Prize Winner

spondence and personal conference, by an amalgamation of this sort, the Grain Dealers and Feed Distributors have more to sell in the way of a membership. It means a great many flour millers are not members of either association today, and they will naturally come into the joint association by reason of the fact that you cover the feed trade thoroughly and the grain trade as well. I believe it is a selling argument.

**Mr. Parks (Kansas City):** There are fully 200 or 250 concerns who are eligible and who would come into the new organization, who don't belong to either; they could readily be obtained with very little effort when the change is made.

**President MacDonald:** Mr. Parks is an authority. He is the George Booth of the United States Feed Distributors.

**Mr. Goodrich:** How many affiliated organizations are there?

**Secretary Quinn:** United States Feed Distributors Association; The Mutual Millers and Feed Dealers Association; Eastern Federation of Feed Merchants, which takes in all that great consumer territory east of Buffalo into New England; that is three; and then there is the Central Retail Feed Association, with headquarters in Milwaukee, and covers the states of Wisconsin, Illinois and around there; so as a matter of fact, we have been in the feed business, as far as membership is concerned, for a number of years.

**Mr. Goodrich:** Suppose they would want to change the name?

**Secretary Quinn:** We would cross.

**Mr. Isely (Dodge City, Kan.):** I think that suggestion about "in union there is strength" is a thing we should give attention to in this association. If there is anything the matter with the grain men in

this country, it is that there are not enough of us. We only have 1100 or 1200 members in a national organization of this sort. Our whole organization, our whole industry is constantly being challenged, publicly challenged. We need more strength. When I got the questionnaire to answer this question, I did not know very much about it, but I just felt that here was an allied industry, belonging to us, men with whom we deal all the time anyway, and it just adds that much more strength to us.

Since we have a good representation here, it strikes me we ought to decide to make this a favorable decision.

Calls for question.

**President MacDonald:** The question comes on the amendment of the constitution, Article I, on name, so that the name will be, if this vote is carried, The Grain and Feed Dealers National Association. This requires a two-thirds vote. Rather than take the time for actual counting, I will put it by voice at first; if there is the slightest doubt of the ayes and nays, we will have the votes counted.

The motion was carried.

**President MacDonald:** I will not ask for a rising counted vote unless my decision is challenged. Hearing none, the motion has been carried, and the name now stands, "Grain and Feed Dealers' National Association."

The next matter on the program is the presentation of Booster Prizes. This year the Booster Campaign ended with 174 new members secured. The four prize winners secured a total of 52. I am of the opinion that of the four prize winners, none of them are here to bask in the glory of their prize winning.

The first prize was won by Lester Stone of Amarillo, Texas; tied for the second, Harry S. Klein of Chicago, and W. H. Harter of Minneapolis, with 12 members each. Third, C. B. Helm of Cleveland. (Presentation of prizes.)

I think the Booster matter has been well covered. I want to again say how very important this work is, and how fortunate we are.

The matter of Attendance Prizes now comes up, and I will ask Mr. Wrigley, general chairman of the Peoria Convention, to take charge of this at this time.

Announcements by Mr. Wrigley about trips, and then presentation of attendance prizes.

**President MacDonald:** The by-laws prescribe that there should be appointed a Nominating Committee of seven, to elect the new officers for the coming year, and it has been customary to appoint a Resolutions Committee, a Special Committee to act upon the recommendations of the president and secretary as contained in their reports, and an Auditing Committee.

Before announcing those committees, I want to say that I have had a good deal of contact with association work. It has interested me keenly. I have always had a theory that new blood and new brooms have played a very important part, that any diversification of interests that could be secured was for the good of the Association.

Now, when it comes down to matters of presidency, it is a little different proposition from a man being mayor of a city or governor of a state; he can function from the start; he can function the next day after he is elected, and if he is newly elected the honor is so appealing that he starts off full of ambition to make the best record for the association that ever has been made.

For many years it has been an established custom to give a president a second term. I am going to break that precedent, and as Massachusetts breaks into the limelight, you know, I am telling you and the Nominating Committee, that I do not choose to run; and I make this announcement so that everybody will understand it. Everybody knows that my best wishes and earnest interests in the association matters will never cease.

We have had in the time we have been organized, some 33 years, in the neighborhood of 16 presidents. It doesn't make it at all impossible, if you have some marvelous officer who is doing a hand-painted job, to give him a second term, but my earnest belief is that it would be a good thing if you can alternate the office with greater frequency, and it will be all for the good of the association.

Now, the committees of this year are important. The Nominating Committee will be as follows: Bert T. Dow, Davenport, Iowa, chairman, James A. Gould, Minneapolis; Frank G. Coe, Chicago; John S. Green, Louisville; S. L. Rice, Metamora, Ohio; Lew Hill, Indianapolis; W. W. Manning, Fort Worth, Texas.

Resolutions Committee: E. C. Eikenberry, Camden, Ohio; C. D. Sturtevant, Omaha; W. T. Brooking, St. Louis; E. H. Sexauer, Brookings, S. D.; A. C. Koch, Breese, Illinois; Frank Theis, Kansas City, Mo.; F. G. Horner, Chicago; O. L. Bast, Minneapolis.

The Special Committee to act on recommendations of the president and secretary: John H. Caldwell, St. Louis, chairman; George E. Booth, Chicago; Carl J. B. Currie, Boston; E. B. Evans, Decatur, Illinois; Joseph Streicher, Toledo.

Auditing Committee: H. W. Reimann, Shelbyville, Ind.; Fred T. Bascom, Chicago; O. E. Harris, Omaha, Nebraska.

Unless there is further business to come before the meeting, a motion that we adjourn until 9:30 will be in order.

Mr. Eikenberry asked for a meeting of the Resolutions Committee at five o'clock on the evening of this convention day.

The meeting adjourned at 12:00 o'clock.

## Tuesday Morning Session

THE second session of the thirty-third annual meeting of the Grain Dealers National Association convened at 9:30 a. m., President A. S. MacDonald presiding.

... Singing by Metro Harmony Boys, followed by solos by Mrs. Woodman, and humorous remarks by Jerry McQuade.

**President MacDonald:** The convention will be in order.

The first speaker this morning is John H. Caldwell, of St. Louis, a director of our Association, vice-president of the Ralston Purina Company, and president of the St. Louis Merchants' Exchange. Mr. Caldwell will talk to you on "Trading in Mill Feed Futures", which is something new.

### TRADING IN MILL FEED FUTURES

I WANT to thank the Grain Dealers National Association, on behalf of the Merchants' Exchange of St. Louis, for this opportunity of telling you what we are attempting to do toward reducing the hazard incident to the handling of mill feeds.

In order to make a clear, fitting background for the discussion of the subject assigned me, that of trading in mill feed futures, it will be necessary to delve somewhat into the "Why of Commodity Futures Trading."

For a large part of the subject matter in my discussion, I am indebted to Mr. Julius D. Baer, counsel for the Rubber Exchange of New York, Inc., National



J. H. CALDWELL

Raw Silk Exchange and National Metal Exchange, Inc.

The present methods of rapid transportation and communication have revolutionized the physical distribution of goods; it has indirectly revolutionized the methods of marketing. This influence on marketing may be summed up in a few words—the world has been made smaller and the risks of business have been increased. Local fairs and markets existed in the Middle Ages, but reduction of time and distance has united areas into country wide markets and nations into world wide markets.

As the production of areas of the West and Northwest are developed, the increased production of wheat creates new problems and hazards to the ever increasing number of mills. With the increase in production, surpluses of products must be sold in the world markets. Time dealings arose and with time dealings, the hazard of price change increased. The hazard of price change, caused by the ever shifting forces of supply and demand is a factor with which every mill, dealer or manufacturer, has to reckon.

The miller who makes a sale of flour at a specific price is exposed to a price change hazard, unless he is reasonably certain that he can sell his offal on a liquid market, one in which the price does not change materially before he can dispose of his minor products. If there is no well established market in which he can sell his products instantly, he may lose enough between the time he makes his flour sales and the time he sells his feed, to wipe out his milling profit, or cause him an actual loss.

Likewise, the mixed feed manufacturer and dealer, who often by the nature of the business, forced to sell his products for from three to six months ahead, is subject to the same hazard of price change, by the



ever shifting forces of supply and demand, and unless he can protect his sales by the purchase of raw materials in a liquid market for delivery at some distant date, he is likely to lose, not only his manufacturers' profit, but suffer an actual loss.

It can readily be seen, therefore, that any system or means of markets that will reduce the hazard of price change during the process of manufacture or time of delivery, is economically sound.

It is of common knowledge that banks will accept stocks and bonds of companies or corporations that are listed on this stock exchange as security much more readily and at much nearer their true value than unlisted stocks or bonds. Why? Because the stock or bonds can be sold instantly, in case the borrower cannot meet his obligation when it becomes due. The risk or hazard to the banker is reduced, if not entirely eliminated.

"The New Experiment," known as the Farm Board, in a recent statement recognized the stabilizing effect of future trading by advancing 10 cents per bushel more on grains hedged in the future market, than on unhedged grain. Why? Because the hazard of price change was reduced.

Mr. Julius Baer makes this very patent statement with reference to commodity exchanges. He says: "Serving its proper function, that of providing a free market place, commodity exchange renders service of value to producer, dealer, manufacturer and consumer, by providing a means of insurance against price risk; by making stocks of commodity liquid; by facilitating financing; by standardizing grades, providing continuous price quotations—and discharging the other duties incident to the maintenance of a national or world-wide market place."

The amount of mill feeds produced in the United States is approximately 4,500,000 tons, with an approximate value of \$125,000,000. What man is there among us who would risk carrying this value in buildings, without fire insurance, or even one carload of mill feeds without insurance against fire? He is also careful to see that the company in which he carries the insurance is financially able to pay the loss, in case of fire. Then, why not use the same common sense in insuring against the risk of loss through price change, by hedging in the future market?

When a new activity, a new thought, or a creation of any kind that has not before been tried, is thought of or mentioned, criticism and favorable comments of the subject are both prominent in the discussion.

If any new venture is to succeed, it is necessary that such criticism be had, so that those who are exuberant about its success, can be called back to earth and seriously consider the adverse angles that have been pointed out by its opponents. Constructive criticism is a sound rock in the foundation of the upbuilding of any activity and an activity started without an analysis of both sides of the question usually topples to destruction.

When the Board of Directors of the Merchants Exchange of St. Louis placed before its members the subject of trading in mill feed futures, it had to run the gauntlet of criticism not only by members but by outsiders who might be interested in the new venture. Happily, the criticism was sound and constructive, and aided greatly in foreseeing obstacles that would arise in fostering and building up this embryo activity in the exchange. Like all new endeavors there was a hazard to the success of trading in futures in these new commodities, but after analysis, it was felt that the subject was a sound one and with aggressiveness and determination it would succeed, and it is refreshing to note that the forecasts as to its success were correct, as a national interest is now being shown in the development of these contracts.

The question of drawing up rules and supplying the contracts was a very slow one. Because of there being nothing to go by, the committee in charge had to originate and determine what rules and regulations would best serve the purpose as a beginning. The matter was not hurriedly rushed through, but much thought and consideration was given to the formation of rules and contracts, and while some few changes have been found necessary, the rules seem to cover the subject in a fairly complete manner.

When the trading started, there was some confusion. Immediate support to the contract was given by the millers and traders, in many cases, purely as an experiment to see how it would work. Some of those who had been opposed to the idea were agreeably surprised at the evenness and smoothness with which the trades were handled. The terms of the contract were something new. Nothing like it existed. It was an experiment and we were all eager to watch the various angles and conditions that would arise from time. Some were a little backward in trading, others were over-confident. Without flourish or blare, after a few days, trading became even, and has been running, without hindrance, daily since its opening, June 10.

It was thought wise, at the beginning, to have specific periods during the session for a call market, in addition to trading throughout the session, so that interest would be stimulated and a better understanding could be had by calling the traders together for the exchange of ideas at intervals throughout the session. The call market has been very popular and has

stimulated the volume of trading as well as interest in the market. Telegraph companies and private wire houses saw the scope that the new activity had obtained and they reported that from various sections of the country, requests were coming in for C. N. D. service, and interval quotations during the session. Their support has helped greatly and at the present time, practically every section of the country is being informed continuously and at intervals of the St. Louis mill feed futures market.

The Bureau of Markets of the Department of Agriculture, recently requested that we send to it, daily, our closing prices of the mill feed market, as it had received inquiry from many sections of the country for reliable information. The request was, of course, immediately granted. There is much satisfaction in giving this information to the department, as it shows that the trade is becoming more and more interested every day.

Trading in mill feed futures being something that has never before been tried, we knew, of course, that it would be necessary to fight for recognition and the results of our fight have surprised us. The publicity that we have been given through the trade journals and through other means is bearing fruit. Inquiry has been received from European countries and practically every consuming and producing area is trading in the market at this time, which is concrete evidence that the contract is a good one and is being used to advantage. The feeling that exists is best expressed by a western miller. In discussing the matter recently, he said that he wondered why it had not been thought of before, as for many years he was able to hedge his flour sales by the purchase of wheat in the futures market, but was always in a quandary as to how he was going to come out on his feed. Since using the market, however, he states that the arrangement is highly satisfactory, that he



M. C. BURNS  
Last President of Feed Distributors' Association

has used it to good advantage. Another large western miller finds it is more dependable to sell his feed in the St. Louis futures market, as when he sells a contract in the futures market, he knows that it is sold and delivery can be made, if he so desires. If, in the meantime, he can sell his actual feed to better advantage, he comes into the pit and buys in his future contracts. I believe the part that pleases him most is that when he sells his feed it is sold, while before the option existed, he had made several sales to various concerns, and found that if the market changed against them, he had trouble in making them take delivery.

There are other testimonials in support of this activity, which cannot be included for lack of time. The main thought is that it is being recognized as a legitimate liquid trading market where trades can be executed. Inquiry is made daily of the traders in the market, to determine if they have trouble in filling their orders and we are glad to state that there has been practically no complaint on this point. We are keenly desirous of keeping the market liquid. The support and interest that has been shown by the traders has proved their loyalty to the endeavor.

Buyers of mill feed have been generous in the orders they have placed with our people. Orders are coming in from many of the eastern centers. Those who were skeptical at first are now daily in the market with hedging orders. Some of the mixed feed manufacturers state that it permits them to sell mixed feeds for future delivery far in advance of what they could in the past, as they are now in a position to go into the market and buy their mill feeds, without suffering a material price change. The market has had and is having a steady growth. Both millers and mixed feed manufacturers as well as dealers and brokers are beginning to realize the advantages of using this market, and the volume of

trading is steadily increasing from day to day. There has, of course, been no mushroom growth in volume, but a preferable situation exists, that is, orders are increasing steadily and on a sound basis, which gives nutriment and strength to this activity, which has passed the embryo stage and is now a dependable means of protection in mill feeds.

In preparing the rules to cover this new activity, we have adopted definitions like those adopted by the Association of Feed Control Officials of the United States, so that the feeds delivered on these future contracts are no different than they were previous to the existence of the futures contract. The contract embraces standard wheat bran, standard wheat middlings, brown shorts, gray wheat shorts, brown middlings and wheat mixed feed. Trading is done each calendar month, but in no instance longer than for a six months' period. While the rule is not as yet in effect, we have submitted to the vote of our membership an amendment which provides that no new commitments will be made the last three business days in any current month, for the reason that in order to have an analysis made of feeds for delivery, 48 hours or better is required; so that there can be no trouble along those lines, it was thought best to amend the rules, as stated.

The unit of trade is 100-ton lots, lesser quantities known as job lots, in multiples of 25 tons, but there have, so far, been very few trades made in job lots.

At the present time, the commission charge for the purchase or sale in 100-ton lots is \$15 per 100 tons round trades. The commission charge for job lots is 20 cents per ton, round trades.

In connection with deliveries, the committee in charge of preparing the rules gave serious consideration to the subject of permitting warehouse deliveries but this was found not feasible, and deliveries now are made on track, and can be made any day in the current month.

The seller must deliver to the buyer on deliveries "in-bound billing," which will enable the buyer to procure proportional billing, out-bound. Feed delivered on contract must be accompanied by Merchants' Exchange Official Certificate of Inspection, dated not more than three days previous to delivery and in case of default on contract, a specific rule is provided, so that there will be no squeeze, so that the market value of the feed can be determined by a Committee of three, such market value to mean the value of the manufactured products for consumption purposes. All trades are cleared through the St. Louis Grain Clearing Company.

The test of an activity, the barometer by which it is measured, and should be measured, is the use made of it, the volume of business done by those interested. That is the acid test. All publicity and talk goes for naught, unless it can stand up under that test. The test has been applied to this trading and we feel that it has been successful. The contract has filled a long-felt want and we too wonder why this has never been thought of before.

Figures compiled up to the first of October show a grand total, for slightly over four months, the period which contract has been in operation, of 177,725 tons. While this figure is not staggering for the initial step, it is a good beginning, and further, the figure represents trades from many sections of the country, which indicates a national interest and which indicates that the contracts are being recognized. Statistics show that in the month of August, 35.6 per cent of the trades were in bran, 38 per cent in gray middlings or flour middlings, 23 per cent in standard middlings or brown shorts and 3.4 per cent in mixed feeds. The mixed feed option has been the least popular of all, and while there is not much trading in it at this time, the contract is there to be used.

Members of the Merchants' Exchange invite inquiry regarding our mill feed futures market. We will be glad to answer any questions. We are thankful for the support that has been shown throughout the nation and we solicit your support in the building up and maintaining of this new futures contract, which does not exist in any other part of the world.

I am glad to have had this opportunity of presenting this subject to the convention. The secretary of our Association will gladly supply you with such information as you desire, also a list of members, any of whom will be glad to serve you. I thank you.

**Mr. Caldwell:** Gentlemen, I feel like the Frenchman, in reading this paper, felt when he made a speech in England. He was invited to come over to England and make a speech, and of course, he didn't understand English as well as French. When he got through his speech, he said, "I am very sorry, ladies and gentlemen, to have cockroached upon so much of your time."

After the meeting was over, he said to his English friend, "Well, how did I get along?"

The Englishman said, "You did splendidly. But there was one little error you made."

"What was that?" asked the Frenchman.

"You said you were sorry you cockroached upon so much of their time. You should have said h'en-coached."

"Oh, I see," said the Frenchman, "just a difference in gender." (Laughter and applause).



**President MacDonald:** I have a wire here from our San Francisco Director, which I thought it would be nice to read: "Please extend my greetings to the members of the convention. Never in the history of the grain trade has there been so great a necessity for a broad-gauged association such as ours. I sincerely regret that matters pending in San Francisco prevent my being with you. Regards to my many friends in the Association. A. H. Hankerson."

Apropos of the move which we took yesterday, changing the name of the Association to Grain and Feed, I am interested to report to you, and I know you will be to know, that Jerry Parks of Kansas City, who has been quite active in the United States Feed Distributors Association, said to me last night that he was going to bring in 100 members before next convention.

Well, sometimes people say something at night that they would not vote for in the morning, so I wrote out, "Do you really mean that hundred stuff?" passed it to him, and here is his answer, in writing: "Yes, and I have one already—The General Mills of Minneapolis", of which concern some of you may have heard.

The only reason I mention that is that Mr. Harter, one of our prize winners in the Booster Campaign, and I have worked all year for that application without the slightest bit of success. Mr. Parks of Kansas City, on his way to 100, reports the General Mills. I think that is a good start, and if he can do anything approaching that hundred stuff, we are going to have a record which will put even our Texas men in the shade.

This morning we are fortunate to have Mr. Gormley, the chairman of the Car Service Division of the American Railway Association, of Washington, to address us. I have never met Mr. Gormley before, but his name has always somehow or other struck terror in my mind. Here he comes to us, today, perfectly affable and a mighty good looking gentleman.

It gives me great pleasure to introduce to you Mr. Gormley. (Applause)

ADDRESS OF M. J. GORMLEY

**A** RAILROAD executive is faced with the same problem that faces the manager of any other industry. That problem is: How to use the facilities continuously as near the highest point of efficiency as possible? To a railroad man the word "equipment" means rolling stock; that is, locomotives and cars. These facilities on the railroad correspond to machines in the mill or factory. The subject which I propose to deal with, briefly, is: How the railroad may secure, as nearly as possible, capacity utilization of locomotives and cars.

If we want to know what to do, and how best to do it, it is necessary for us first to know just where we are and just what we are doing. It is my purpose, therefore, to deal with very briefly the following topics:

- (1) The railroad situation existing prior to the adoption in New York on April 5, 1923, of the now famous program of the railroads for the rehabilitation of the transportation machine.
- (2) The efficiency and economy of railroad operation beginning with 1923.
- (3) The possibilities for increasing efficient, economical and dependable transportation service in the future.

The time is not so far past but that you are all familiar with the railroad situation that existed at the termination of Federal control. The activities of industrial concerns in the country were largely confined to war necessities. Renewals of railway equipment for this reason did not proceed during government control on the basis of the previous average yearly retirements and replacements. The effects of this policy were everywhere visible when the railroads were returned to their owners on March 1, 1920. Transportation service was interfered with by labor difficulties during 1920, by a severe depression in business generally during 1921 and, again, by very extensive labor difficulties in 1922. What might be termed, therefore, as the first normal transportation period since the war began with the year 1923.

Since January 1, 1923, there have been 770,609 cars put in service, either new or rebuilt as new. In the same period there were also put in service 14,234 locomotives, new or rebuilt. The highest point of ownership in number of cars occurred in September 1925. Since that time, not including refrigerator cars, there has been a decrease in the freight car equipment of the railroads by 97,296 cars. The highest point of ownership in number of locomotives occurred in October, 1924. Since that time there has been a reduction of 7,436 locomotives owned. Yet, the carrying capacity of the cars and the tractive capacity of the locomotives owned is greater now than at the time of the highest point of ownership.

In this same period corresponding improvements have been made in other facilities. These improvements include: additional secondary tracks, passing tracks, yard tracks, new ballast, heavier rails, stronger bridges and the like. They have entered into every branch of railroad operation.

To bring about this situation the railroads have made capital expenditures of approximately \$5,790,000,000 since January 1, 1923 (1929 partly estimated).

This vast expenditure is without question the pri-

mary cause of the increase in transportation efficiency that the shippers of the country have experienced during these past six years. Other important factors that have aided in this increased transportation efficiency are the more complete coordination of car handling and car interchange between railroads and improved shipper cooperation with the railroads, in more prompt loading and unloading of equipment and by an increase in the use of available capacity.

The results of these expenditures by the railroads, plus the active cooperation of shippers and carriers, show up in the statistics of railroad operation. In the matter of miles per car per day, for instance, the following results have been produced:

Miles Per Car Per Day		
1920	—	25.1
1921	—	22.4
1922	—	23.5
1923	—	27.8
1924	—	26.8
1925	—	28.5
1926	—	30.4
1927	—	30.3
1928	—	31.3
1929 (7 months)		31.9
Increase over 1920 27.1 per cent		

In considering miles per car per day as stated above we should understand that this figure is the total car miles divided by the car ownership. It includes all surplus equipment stored awaiting demand for it, cars in the hands of shippers awaiting loading or unloading and cars being repaired, or awaiting repairs. We believe a figure that better indicates the improvement that has been made in the actual speed of transportation is the miles actually made by cars while in trains. This figure is computed by mul-



M. J. GORMLEY

tiplying the miles per train hour by 24 and for the period 1920 to 1929, inclusive, is as follows:

Miles per Car per Day While in Trains	
1920	247.2
1921	276.0
1922	266.4
1923	261.6
1924	276.0
1925	283.2
1926	285.6
1927	295.2
1928	309.6
1929 (7 months)	316.8

Per cent increase 1929 over 1920, 28.2 per cent.

Bearing more directly, however, upon the question of capacity utilization of equipment are the figures representing tons per car, carload traffic originated. These figures do not include L. C. L. freight and, therefore, indicate only the performance of shippers and receivers of carload traffic for the years 1920 to 1929. They are as follows:

Tons Per Car, Carload Traffic Originated	
1920	34.5
1921	34.2
1922	33.3
1923	34.5
1924	34.0
1925	34.4
1926	35.1
1927	35.1
1928	35.0

Now, I have given you three sets of figures, one representing miles per car per day, another representing miles per car per day while in trains and, last, tons per car of carload traffic originated. It will be immediately clear to you that the first two sets of figures apply very largely to matters over which the railroad has control, except as far as detention in loading and unloading by shippers affects the miles per car per day. They represent a direct responsibility of railroad management. The third, however, dealing with the tons per car, is a matter of divided

responsibility. The railroads must handle the tons which the shippers put in the cars.

You will note in all of these figures which I have given you, that, with the exception of the last item, namely, tons per car, very remarkable progress has been made. But we should remember, in considering the figures as to tons per car, that a fluctuation in the classes of traffic of one year as compared with another can raise or lower the average, regardless of what may have been done in that year by individual shippers and the railroads to increase the load per car. If, for example, we compare a year with a very high loading of heavy commodities such as coal, sand, stone, gravel and ore, with a year in which there was a decrease in those classes of traffic, we find that it greatly affects the average tons per car. A comparison, therefore, of tons per car originated one year with another means little unless such comparison is shown by commodities.

Whatever may be their imperfections, however, these figures taken together measure with reasonable accuracy the improvement that has been made in recent years in the furnishing of adequate and dependable transportation service.

Let us take a look at another phase of railroad operation. It is a well known fact that increased capital expenditures cut down cost of operation. For example, maintenance of equipment expenditures by Class I railroads for the year 1923 were something over \$1,465,000,000. In 1928 they were something over \$1,166,000,000, showing a decrease of approximately \$300,000,000. New and better equipment do not require the same proportional expenditures for maintenance: That is the answer.

Another item that reflects the economies of these capital expenditures is transportation expenses. In 1923 transportation expenses by Class I railroads were somewhat more than \$2,321,000,000. In 1928 they were \$2,070,000,000. Here, again, is a decrease, amounting to \$250,000,000. This decrease occurred despite the fact that gross ton miles increased in 1928 over 1923 by 11.4 per cent. This is a further evidence of efficient operation.

It is not my purpose to give you in detail an analysis of economies in railroad operation. There have been changes in prices, changes in labor conditions, increased efficiency in the use of fuel, reduction in loss and damage to freight, in personal injury claims and the like. I will, however, cite figures for two of these items. Between 1920 and 1928 there was a reduction of 18 per cent in the number of railroad employees. This decreased manpower handled a greater volume of traffic, and much more efficiently, in 1928 than in 1920. The aggregate savings to the railroads due to this reduction in employment (not taking into account changes in rates of compensation) amounted to \$625,000,000 for the year 1928, compared with 1920. The increased efficiency in the use of fuel has resulted in a total saving of \$450,000,000 for the eight-year period ending in 1928. The total saving for the year 1928, compared with 1920, amounted to over \$93,000,000.

These figures are given you to show that the railroads have been active in seeking more efficient railroad operation. Their achievements have been substantial in every phase of operation and the sum total of economies are nothing short of amazing.

The shipper has not paid for these economies. Let us now consider a matter which pertains to what the shipper pays. The most practicable unit of measurement is the revenue per ton mile. How has this figure shown up during this time when operating expenses have been decreased? The following figures tell the story:

Average Receipts Per Ton Mile	
1921	1.275 cents
1922	1.177 cents
1923	1.116 cents
1924	1.116 cents
1925	1.097 cents
1926	1.081 cents
1927	1.080 cents
1928	1.081 cents

You will note that these figures show an almost continuous decline during this period. The average revenue per ton mile was at its highest in 1921 at 1.275 cents. In 1928 the average receipts per ton mile were 1.081 cents. Now we know that this reduction is not all caused by the present lower level of freight rates. But, regardless of whether it was caused by such reductions or by fluctuations in the class of traffic, or otherwise, the fact remains that we have this decrease in the unit return. The railroads were earning revenue at the rate of 1.275 cents per ton mile in 1921. Had they continued to earn at that rate, they would have collected \$839,855,000 more in 1928 than they actually did collect.

Without going too far into statistics, it can be clearly demonstrated that the net revenues which the railroads are now receiving are almost entirely due to the economies effected. Had there not been large amounts of capital spent for improving transportation facilities, out of which economies primarily grew, very few railroads today would have any revenue above expenses.

So much, then, for what has happened and for what is happening in railroad operation. We come now to the main point of this talk. That is, to



what source must we look for the greatest possibilities in the further reduction of transportation expenses. We believe that the greatest possibilities for bringing about such reductions are:

(1) A continuation of the plan for the retirement of the smaller and less efficient equipment, both motive power and cars; (2) a reduction in the empty car mileage; and (3) increasing the net load per car.

Here, again, it will be readily observed that responsibility rests upon different shoulders. The continuation of the plan for the retirement of smaller and less efficient equipment, whether of cars or locomotives, is a matter of policy for railroad management. The question of keeping the empty car mileage at a minimum is, likewise, largely a responsibility of railroad operation. Increasing the net load per car, however, can be secured only by the co-operation of shippers.

With respect to the policy of retiring the smaller and inefficient cars, the answer is simple. Take the grain movement which we have in the Southwest every year. It is a matter of record that the increased use of the combined harvester-thresher, plus the marketing methods now in vogue, sends a veritable deluge of grain to primary markets during the months of July and August. Terminal elevators, railroad terminals and everything and everyone involved are taxed to the utmost during the peak movement. Despite this new development the railroads have met the situation without serious difficulty.

I will say to you, without fear of any contradiction whatever, that this sort of a grain movement, if the railroads had owned nothing but 60,000 capacity cars, would have resulted in the worst catastrophe in transportation service that the country had ever witnessed. If we analyze the car ownership of four principal roads serving the Southwest wheat belt, we find that 58 per cent of their box cars are of the 80,000 capacity type and 29 per cent of the 100,000 capacity type. If these roads had had nothing but cars of 60,000 capacity, it would have required an increase of 46 per cent in the number of cars in service to have moved the traffic during the past season.

It is not necessary for me to detail here what such an increase in number of cars would have meant in the way of reduced efficiency in train service, in the congestion and blocking of the country elevators, in the accumulation and congestion at primary markets and terminals, as well as in increased expense to the railroads for the maintenance and handling of these additional cars. Something of an idea may be gained from statistics indicating that during August of this year there was a daily average of 24,000,000 bushels of wheat on track awaiting unloading at seven primary markets. Had this wheat all been in 60,000 capacity cars and had these cars been loaded to capacity, it would have required 21,800 cars. These cars would have occupied 146 miles of track. The same amount of wheat, however, all loaded in 100,000 capacity cars and these cars loaded to capacity would have required only 12,000 cars. These cars would have occupied only 100 miles of track space.

I am ready to agree that this is only a theoretical example, but I will not agree that it does not mean anything. Bluntly stated, it means that every time we take a large car and load it to capacity we are contributing to practically every factor that makes for a continuation of the present efficient and dependable railroad service.

And this brings me directly to the point which I would like to impress most vividly upon you, namely, increasing the net load per car. We have made an estimate that by increasing the load per car one ton it would thereby add not less than \$100,000,000 a year to the net earnings of the railroads. Probably some of you are saying right now, "Fine, but what do we get out of it?"

Take it, then, from an entirely selfish standpoint where you can put your hand on the actual dollar and you will find that by heavier loading you can reduce your expense of handling and your sales cost per unit, you can eliminate demurrage and, in other ways, make sufficient money yourself to justify the practice, regardless of the other things that you will accomplish in the way of making it possible to handle the traffic of the country with less equipment and with more efficiency, thus promoting the greatest possibility of a reduction in transportation costs which, of course, must mean eventually a reduction in the charges for transportation. I have already called your attention to the reduced revenue per freight unit during the past eight years. I have not yet made mention of a far more important benefit of dependable transportation service which has made possible the cutting down inventories, the easing of money rates, the stabilizing of business and the more rapid movement in the flow of goods from factory to consumer. These effects themselves are worth the price.

The question arises, however, can the load per car be increased? I believe that the best way to prove that it can be done is to show what has been done. We have in our files hundreds of examples showing what different firms and individuals all over the

country have done in this matter of heavier loading. These examples run the gamut of all commodities from Alfalfa to zinc oxide. I will give you only a few of them, pulled at random from our files:

(1) A large manufacturer of foodstuffs in the Mid-West, receiving about 130,000 cars a year, including 44 commodities, by handling with shippers increased loading on 29 of these commodities. 26 of the 29 show increase of five tons per car or more, one being increased 15 tons per car.

(2) A large receiver of flour in New England, when interviewed as to heavier loading, promised to handle with shippers. A later check indicated that loadings from one shipper had been increased to 73,500 pounds per car where previous loading had been 58,980 pounds per car, an increase of \$41.24 in revenue per car. Another shipper increased loading from 59,200 pounds per car to 74,025, an increase of \$81.43 in revenue per car.

(3) Large baking corporation operating factories in 36 cities agree to instruct that flour destined to them be loaded 400 barrels to the car instead of 250 and 300 barrels as previously loaded. This concern receives approximately 5,000 cars of this commodity a year.

(4) Receiver of gray middlings in Mid-West taking about 100 cars a month instructed shippers to increase loading 100 sacks per car. Increase of over five tons per car, which will eliminate handling of 16 cars in a month's business.

(5) Seven flour receivers in a Tennessee city had been receiving loads of 250 barrels, 49,350 pounds. Upon solicitation they agreed to order cars loaded 350 barrels, 68,950 pounds, an increase nine and three-fourths tons per car.

(6) New England contractor holding contract for road construction project agreed to increase cement orders from 924 bags, 87,780 pounds, to the car to 1,200 bags, 114,000 pounds. Increase 13 tons per car.

(7) Construction company in South Carolina hold-

## n Dealer's National Assn.



BOOSTING HOUSTON, TEXAS, FOR 1930 CONVENTION: G. S. COLBY, E. LIEBER, H. ASHBURN, AND W. J. PETERSON

ing contract for project requiring 47,000 barrels of cement, gladly agreed to order in maximum carloads. They said they "had never given the matter any thought in the past."

(8) Steam meal destined to receiver in Tennessee averaged during month of March, 1929, 428 sacks, 43,335 pounds to the car. Upon solicitation loading was increased in the case of burlap sacks to 600; paper sacks to 500.

(9) Bulk corn meal and corn cake moving to receiver in Tennessee had been averaging from 65,000 to 70,000 pounds per car. Upon solicitation, receiver instructed shipper to load to full cubical capacity of car, which gives load of approximately 82,000 pounds. Increased revenue per car \$25.46.

(10) An eastern street railway was receiving bulk salt loaded by contract 22½ tons per car. Upon solicitation, this was increased to 44.3 tons, an increase of 21.8 tons per car. This increase of almost 100 per cent eliminates the movement of cars into a section out of which the preponderant movement is empty.

(11) A large receiver of sugar in the Mid-West agreed, upon solicitation, to order in larger carloads. Previous shipments had been moving 600 bags, 60,600 pounds, to the car; cars now are loaded 800 bags, 80,800 pounds, an increase of 10.1 tons per car.

(12) A large shipper of flour in Minnesota, shipping to its own warehouses, was found to be loading 49,350 pounds per car, regardless of the size of car furnished. Upon solicitation, instructions were issued to load in future 89,000 pounds in all 80,000 capacity cars and 110,000 pounds in all 100,000 capacity cars. Under new loading, tonnage will move in less than one-half as many cars as previously.

(13) Check in February of coal receipts of a company in Minnesota disclosed opportunity for increasing load and receiver was solicited. Later check in May indicated average per car had increased 15,412 pounds. This eliminates one car of every seven as previously handled, and, as this receiver pays a re-

weighing charge of \$2.25 per car, this means a considerable saving to them. Based on a year's business, this increased loading saves them \$321.75 of re-weighing charges alone.

(14) Aluminum ore loadings of a large shipper in Arkansas were found to be running 80,640 pounds to the car. Investigation developed that failure to load heavier was due to inability of their mechanical loader to do so. As a result of solicitation for heavier loading, they made a change in the loading machine, which now enables them to load 89,600 pounds in 80,000 capacity cars and 109,760 pounds in 100,000 capacity cars.

(15) A recent check of wheat loadings on one of the large roads serving the winter wheat belt indicated that 18,000 cars of wheat loaded in 1928 averaged 110.9 per cent of nominal capacity. The same number of cars in 1929 averaged 112.8 per cent in the relation of load to nominal capacity.

I know that a great many of you have expressed the fear that with the addition of the larger equipment and the elimination of the smaller cars you will be confronted with greatly increased minimums that may prove burdensome to the small shipper and the small dealer. We now want to repeat what we have said a number of times, and that is that the car service division has nothing whatever to do with minimums, never has had and do not want to have, and any action that may be taken by any of the traffic associations is entirely independent of the work of the car service division and is not based upon any of the results that have been accomplished in the way of heavier loading by the cooperative efforts of the shippers with the car service division. You should remember that individual railroad officers are just as independent as individual members of the National Grain Dealers Association. I do not believe that President MacDonald could say that he controls the actions of every member of your association.

The rate association dockets are open to the submission by anyone of a proposal that might include minimums, but the mere fact that it may be placed on the docket does not mean that it is going to be adopted. Several such things have appeared on the dockets the past few years, but we have no knowledge of any of them ever having been made effective.

We have said nothing about attempting to increase the carload that will not be disposed of by the dealer in three weeks or a month. In reality, minimums are made to take care of that situation. What we ask is that, where shipments are moving in sufficient volume, cars be loaded to their full capacity. We have not done anything or attempted to do anything in the way of soliciting the small dealer whose shipments are very infrequent, to do anything that would interfere with the economical conduct of his business.

We realize that an increase in the capacity utilization of equipment can be best brought about by cooperative action with the shippers on the basis of mutual benefits, and great strides have been made in that direction. To raise minimums as high as they could possibly be raised either by consent of shippers or by the action of regulatory bodies will never produce the desired results. If we were to rely on increased minimums to get us proper utilization of equipment, we would never accomplish anything.

In my judgment, along this line there will be found one of the greatest possibilities for effecting further economies in railroad operation. From every point of view, even on the basis of individual self-interest, efforts here will pay big dividends.

After seven years of the most efficient and economical service ever furnished by the railroads, it certainly is very strange that there exists today anyone who lacks complete knowledge of this situation, but that there are some who apparently are not familiar with it is evidenced by the following, which I quote from a recent letter:

"Under the 1920 Transportation Act the railroads were limited to a certain per cent of profit or net income, and, while I am not able to say definitely, it's my suspicion, that all these fine road beds, heavy rails, large expensive engines, and the like have been by astute bookkeeping largely done by excess profits, as the roads doubtless have made many improvements rather than let the government have any of their profits."

It would be a fine thing in this country if the people engaged in agriculture and all other business could realize that it is not possible to have a prosperous country without prosperous railroads. How many of you know that the railroads use each year 25 per cent of the coal mined in the United States? How many of you know that the railroads consume 30 per cent of all fabricated steel, 25 per cent of all timber cut for commercial purposes and 11 per cent of all petroleum produced in the United States? In 1928 the employees of Class I roads received as compensation the purchasing power of over \$2,800,000,000 and the railroads gave the government in the form of taxes \$389,000,000.

Gentlemen, we cannot have a truly prosperous condition unless every factor in the economic situation is prosperous. The whole thing is a constant cycle. To the extent that railroads cannot buy, to



that extent the producers will fail to sell. If the railroads cannot buy coal, steel, lumber or petroleum, the industries producing these things are obviously hurt. If the revenues of the railroads are greatly disturbed, the purchasing power of their employees will be lessened.

Thus it goes all the way down the line. All phases of business, agriculture, mining, industry and trade are inextricably tied into our economic system. There are none which are independent of the rest. Anything that reacts unfavorably on one major industry has a similar effect ultimately on the others.

The reverse is also true. Whatever affects favorably one fundamental industry will find its favorable reaction in the others. It is for this reason that I have been trying to point out to you what shippers may do to aid the carriers in attaining their goal of capacity utilization of railroad equipment. Your efforts along this line will be rewarded not only in the continuation of efficient and dependable transportation service but will also be amply paid for in direct and tangible returns accounted for by your own cash register.

**President MacDonald:** Mr. Gormley has kindly consented to answer any questions, and I presume that there will be questions which you would like to address to him. I certainly hope that the opportunity to question Mr. Gormley will not be passed up.

**John S. Green (Louisville):** Speaking for my own firm, we have been visited by a representative of Mr. Gormley's car service association, and we have tried as best we could to co-operate with him in the department to which he refers. I believe that, if possible, all of us, when we have a large industry that we are doing business with, ought to ask them to help us



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to help the railroads to load the cars to the maximum. There are times when this can be done. Mr. Gormley recognized that thing, I know.

**Mr. Bowlus (Milwaukee Chamber of Commerce):** The Eastern railroads a short time ago had a proposal on the so-called Rate Committee Docket that the Eastern lines would not accept an order from a shipper of under 80,000 pounds' capacity. I wrote Mr. Gormley, and I have tried to find out from other sources who it was that had the jurisdiction over such a situation. I might ask Mr. Gormley now, whether the Rate Committee of the eastern lines has the power to say that the railroads will not accept an order from a shipper for less than 80,000 pounds when the minimum weights prescribed are marked capacity unless smaller capacity is ordered.

I never have been able to find that out, and we have been unable to determine whether we will be able to continue to ship to the buyer of seed corn in small quantities or not. I think maybe Mr. Gormley might be able to touch on that.

**Mr. Gormley:** That answer is easy. That was not the Rate Committee that did that. I can answer that by saying it was someone who proposed it. What happened by the proposal?

**Mr. Bowlus:** It is still on the table.

**Mr. Gormley:** Withdrawn from the docket. That is off the boards. I am not going to tell you how it got off the boards.

As I explained before, you can't control every railroad man in this country. Don't forget, all these minimum questions are not raised by railroads. Lots of these questions are put on the docket by the shippers and the receivers, and the best answer to that question is that it never went through; nothing ever happened to it. I know where we can go when the time comes on that. That is somebody's foolishness. Nothing ever will happen to it.

**Mr. Bowlus:** Do I understand, Mr. Gormley, when

you say it never will go through, it is your idea that a buyer of seed corn can still buy on small quantities?

**Mr. Gormley:** I think the buyer and receiver of small quantities, or any other quantities. The transportation machine, don't forget, is set up to do the commerce of the country, and when they do it, they have to do it to the satisfaction of the shipper and the receiver. The question of putting an undue burden on a receiver, requiring him to buy 100,000 pounds of corn when he only needs 60,000 pounds of corn, will never be done. (Applause)

You can submit that to all the traffic officers you want to, and tell them I said that, and let them try it.

**Mr. Bowlus:** We are glad to have that permission to use that statement.

**Mr. Gormley:** This isn't set up to get all the money you can; it is set up to serve the public, and when you get it into your head that you are not going to serve the public the way they want to be served, you are through. (Applause)

**Mr. Bowlus:** You have heard the applause by the members. Will you back that statement up by another permitting us to use it when we need that statement?

**Mr. Gormley:** Boy, you can't put me in any kind of a hole.

**Secretary Quinn:** You mean in the course of several years when you have scrapped all these out-of-date cars, and have nothing but eight's, if a man wanted to buy 60, you would use that as a minimum for his particular case?

**Mr. Gormley:** Here is the way I look at this thing: You have to have these certain movements we spoke of, and we all know about the necessity for the small lot. You have the authority now to order 60,000 capacity, if they don't get it, they furnish an 80,000. As a matter of fact, they don't furnish you a 60 one time out of 10, and haven't for a long time.

Now, are we going to keep 100,000 inefficient 60 cars for the order we may get for which the car may never be furnished?

I will tell you a problem we had this year which best demonstrates why these ought to be cut out. This year the Santa Fe and the Rock Island were short of equipment. We turned over to them 20,000 box cars in 15 days. We happen to have that authority in the Car Service Division. We can take what we want from anybody and do what we want to. We had some cars on an eastern railroad.

I happened to be in our district manager's office, and I said, "60 or what?" He said "60."

I said, "Call up the Santa Fe and see what they say."

Just as soon as he mentioned it on the telephone, he got the answer, "No, we are better off without them. We haven't track room."

Are we going to continue to keep the 60 in existence merely to support some tariff proposition? I should say not. I don't think there is any question at all. You can continue to order your 80 or 60 and get an 80 and ship 60,000 pounds minimum. There is no reason why you shouldn't. Nobody is going to put over anything different. It is silly to think of it.

**Secretary Quinn:** I think, Mr. Gormley, the trade takes it for granted in the natural evolution there wouldn't be any 60.

**Mr. Gormley:** Has there been any change in the grain minimum in the last 15 years?

**Mr. Goemann:** There has been no change, but what will happen when we eliminate the 60?

**Mr. Gormley:** We had the sixty 15 years ago.

**Mr. Goemann:** The question is this: If you eliminate the 60,000 pound cars, the natural result is that you get a change in your minimum. You can't get away from it. The traffic officers are told by the president of the railroad to get results.

**Mr. Gormley:** I wish the presidents of the railroad would tell us how to go and get the increase in load per car.

**Mr. Goemann:** They tell them what to do with the rate proposition.

**Mr. Gormley:** The best answer to your proposal is this: We had over 800,000 of these 60 capacity cars 15 years ago; we have 185,000 today. We have made a reduction of over 600,000 in those cars, and have had no increase in the minimum. There will always be a few of them.

**Mr. Goemann:** The fact that this has been laid on the table, or withdrawn—my experience in covering a great many years in the transportation departments of these railroads and rate departments—they come back to it eventually. I would like to bet you that in another year we will have that same story there again.

**Mr. Gormley:** I will have to appear on your side of the fence, then.

**Mr. Bowlus:** Will you do that?

**Mr. Gormley:** I am not answering you.

Get this clearly into your heads: a proposition is either right or wrong. If we are right, we ought to be able to convince you we are right. Now, if we are wrong, and cannot convince you; then we have to go along with you. How do you suppose we built up this machine in the last seven years? By double-crossing anybody?

**Mr. Bowlus:** No, we don't believe you have double-crossed anybody, or that you have such a thing in your mind, but you are not able at all times to see the side of the man who needs the 60 capacity car. Maybe you do, but you don't acknowledge it.

**Mr. Gormley:** The gentleman from Tennessee says I have been of great assistance.

**Mr. Bowlus:** In other words, say you can—

**Mr. Gormley:** I am not going to give you anything, to go out and tell somebody what I said. When the time comes, I will say it; not through you.

**Mr. Bowlus:** I say Mr. Goemann is right; you make the 60 capacity obsolete; we can't handle them.

**Mr. Gormley:** We haven't had any increase in the minimum in 20 years.

**Mr. Bowlus:** It has been—on the docket. When it is on the docket through the railroads, why shouldn't you, when we have worked for six or seven years to increase loadings, come along and help us?

**Mr. Gormley:** Has there been anything done?

**Mr. Bowlus:** No. Did you do anything?

**Mr. Gormley:** I am not going to tell you.

**Mr. Bowlus:** So far as we know, we are the ones that did it.

**Mr. Gormley:** I think we did.

**Mr. Sturtevant:** I would like to call attention to the fact that although there has been no increase in minimums for 20 years, some of us remember what happened when the 40's went out of existence. We used to be able to order a 40 capacity car as long as there was one in service on the railroad. The minute the last one went out of the service, we couldn't use the forty.

With that experience in mind, among some of the older members, we naturally anticipate such an experience when the last 60 goes out of exist-



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ence. There will have to be some change of the entire publications in order to cover that situation.

**Mr. Gormley:** Let me tell you what happened under the minimum. The Boston Elevated Railroad had been receiving salt shipped at two and a half tons per car. As near as we can find out that minimum was made when the 40 capacity car was in existence, and nobody ever discovered that they were shipping two and a half tons per car until we found it in our checking. That has been running on a two and a half ton basis for over 25 years; nobody changed it.

Keep in your minds that transportation today is for the purpose of serving the public in the most economical manner. That is one of the outstanding things, but it isn't in existence for the serving in itself alone. Any time that you get to a point where it interferes with the public demand it isn't going to go, that's all. I am not a bit afraid of it. I think I can come here 10 years from now, if I am still alive, and tell you, I told you so. I am not worrying a particle. I have plenty of good supporters. I have 21 railroad presidents back of me on the board of directors. What we have worked out—confound this co-operative; I didn't say "co-operative"; I said "co-operation"—in conjunction with the shippers in the past eight years is not going to be destroyed by the assinine action of some railroad man, because about that time I will be making a speech on it. We have accomplished something beyond the finest means of anybody; when we can do the biggest job in history with 100,000 less cars, and we are going to do it with 150,000 less when we are through with it, when we get all of this junk out of the way; when they come to the point where they interfere with that, somebody is going to have something to say, and I will have something to say.

**Mr. Goemann:** There are these questions that are coming up today. Take the official classification on



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Eighth Year

## REPORT OF THE TRANSPORTATION COMMITTEE

the minimum loads. You have a minimum car that quotes 50,000 pounds. You have an official car that covers sixth class; still your minimum is 51,200.

Here is a New England railroad. The case was submitted to me with an overcharge. I didn't have the tariff but the Claim Department said they referred to official classification and had nothing to do with this shipment at all. After a year's time I get the tariffs, and I find this individual road has 51,200 pounds as a minimum. The individual action of the carriers, irrespective of the big fellow, is what irritates the average small shipper. You can't get away from it, as I see it, the small business is here. You can't kill it. This country was built up by the small men, and I refer you to all the statistics and surveys and reports of the biggest men in business.

Here at San Francisco, at the banker's convention, the president of one of the big New York banks, said, "You have to keep the small unit of banking." So these railroads can't control it. You can't kill these small people; they are going to be the backbone of the thing; they have always been.

It is very nice to say, Mr. Gormley, that these traffic men are not going to do it, but the individual carriers will take action as they are today.

While this has been withdrawn from the docket, practically side-tracked, as you stated, as I understand it, a year from now it will come back with a better chance of success, because you have eliminated sixty capacity cars. You have no right to assume that you are going to take and keep a minimum that is outworn by the facts. There is no capacity to maintain that minimum.

Now the result will be, if you change it, you will put it in two sets of minimums, and then your little fellow is killed for good. You can't do that. You talk about increase in your commodity and other class rates, class minimum. All the efforts that I have noticed in the dockets you are trying to increase merchandise 4,000 pounds per car. You are asking us in this case to come up 20,000 pounds, because it is grain. That isn't fair. You can't take in an organization, putting grain into Omaha, Kansas City, or Chicago, after an after-harvest rush, and expect that to be the condition through the entire year. Those men in Kansas City have to sell this small dealer.

I speak of that in here (indicating his report) so that I ought not to bring it up, but those are the conditions. With all your good will, with all your intent and knowledge and desire to be fair, the building up of these corporations is getting large, like the consolidations. Now, when they get on the dockets, they say this must be and the traffic department must do it.

I don't want to get into personalities, but why was this put into your hands, instead of into the hands of the Traffic Department? Why didn't the Traffic Department come out and say, "This shall be so-and-so." They make the rates. Those rates are predicated upon the loadings, aren't they; the rates in effect today are predicated upon the loading, the minimum weight.

**Mr. Gormley:** I don't know anything about rates.

**Mr. Bowlus:** I will tell you why the traffic men didn't handle it. They knew Mike Gormley would get away with it. He is the biggest man in the United States today. The traffic men couldn't do it.

Mr. President, I say to your convention that Mr. Gormley has done more for the United States railroads than any other one man in the United States that ever was, and now if the traffic men turn around because of what he has done, and try to put the small man out of business, I don't think it is very good for the organization.

Mr. Gormley has done a lot for heavier loading in the United States, and the conservation of car equipment. He has been benefited and we have been benefited.

The big percentage of business of the country, so far as grain and grain products are concerned, is heavily loaded, and very heavily loaded. Why shouldn't your organization back up our organization in the maintenance of the present minimums for the small fellow, when it is necessary; when you are getting 99 per cent of heavy loaded, why shouldn't you be willing when we are helping you out every day of the world, to back us up when we get in trouble?

**Mr. Gormley:** That is what we are trying to do. We understand about the small dealers in Georgia, Tennessee, or hot country. We know he can't take a big load. It is impractical. It would spoil before he could sell it. We know that. We know there is a small percentage involved. Do you think we are going to jeopardize what we have accomplished for a few increases in minimum?

**Mr. Bowlus:** You wouldn't tell us.

**Mr. Gormley:** Did I ever tell you anything I didn't make good on?

**President MacDonald:** I am sure that this discussion is well worth the time we have given to it. It is very important that minimums be not increased. The smaller man must be protected. If there are no further questions, we will pass to the next report on the program, which dovetails very nicely with this, the report of Mr. Goemann in charge of the Transportation Department.

**I**N VIEW of a rather lengthy report covering principally the activities of the Car Service Division of the American Railway Association, your committee felt that as Secretary Quinn has given a rather good report on transportation that we would not go into any detailed report of our work for the past year, but simply state we received many inquiries and complaints and are endeavoring to work out satisfactory results on the various subjects taken up with us and therefore refer to Secretary Quinn's report for the balance of our report.

We note from the sixth annual meeting report of the Trans-Missouri-Kansas Shippers Board of the Car Service Division, American Railway Association, held at Topeka, Kan., March 27, 1929, the Railroad Contact Committee reported the following:

**ITEM III. Heavier Loading—Grain:** The attention of the Committee has been called to certain rules of the Board of Trade in Kansas City, Wichita and Hutchinson which would seem to mitigate against the securing of heavy loading of freight equipment, some of these rules, at least, having been formulated in the old days when the 10 per cent over nominal capacity was the load-limit for freight cars.

Then the rules of the Kansas City Board of Trade, as well as the Hutchinson and Wichita Board of Trade, are quoted.

The Grain Dealers National Association has established rules covering the carload quantities when trades are made by the carload and most of the markets have adopted these quantities as the basis of trading, making for uniformity and assisting very



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much in preventing disputes as to over and under deliveries, also facilitating arbitration when disputes arise as to size of carloads sold.

Our rules cannot be changed to meet unusual after-harvest movements but must govern the seasonal general marketing during the year. No doubt the territory covered by the markets named above can and will load cars to capacity to move the crop at harvest time and which will be done by shippers without having the trade rules changed.

We have no objection to carriers' efforts to have shippers load cars to capacity with 24 inches space for proper inspection when conditions are such that they can do so, but we desire to enter a strong protest against carriers' committees trying to influence or force the grain trade to change their rules simply because carriers desire to build big cars and want loads to load limit capacity.

The grain trade must be able to judge what the requirements of the trade are, bearing in mind all territories, and to leave interstate marketing unhampered by any high minimum weight which will prevent the economic movement of grain and grain products for domestic use. Therefore, based on the trade demands and ability to purchase we must base our rules and be left free to state what rules are to govern our transactions without interference by the carriers.

M. J. Gormley has stated many times that it is not the desire to increase minimums without any regard to commercial necessities but here the Contact Committee of Trans-Missouri-Kansas Regional Board is trying to do just the opposite, for changing our rules covering carlot quantities would be increasing the carload minimum.

Mr. Gormley's address at the Green Bay, Wisconsin, meeting of the Mid-West Shippers Advisory Board on

July 13, 1927, and other meetings since, as well as through correspondence, stated he was not interested in carlot minimums, therefore, we now request that he ask the Contact Committee to desist in their efforts to have the grain markets change the loading and shipping weight by amending their rules.

We would again like to touch upon the question of the advisability of the carriers making the 100,000 pounds capacity car their standard size car for the future; as we understand, it is the aim of the Pennsylvania and New York Central Railroads and we believe others also to do this and eliminate the 60,000 pound cars altogether.

In Mr. Gormley's address at Sacramento, Calif., June 21, 1929, meeting of Pacific Coast Transportation Advisory Board, he stated at the end of his address as follows:

"Get this carloading where it ought to be and if this is done, we are in position to retire 250,000 or more 60,000 pounds capacity cars by 1931 or 1932, and further, we can do our business in an absolute adequate manner with anywhere from 150,000 to 175,000 less cars than was done in the high point of ownership in 1925. With a decrease of 98,063 cars in our ownership we must bear in mind that we are carrying a surplus of 225,000 cars, notwithstanding that our loading in the past, as it is in the present has been in excess of 1,000,000 per week for eight straight weeks in succession."

This would indicate to us that the 60,000 capacity cars (of which carriers at present have about 278,000), according to Mr. Gormley's statement, would practically be entirely eliminated by 1932 or sooner. It would further indicate that these size cars now in existence were used and needed, and even with them in use, the carriers have, through shippers' co-operation in heavy loading, secured satisfactory results.

Mr. Gormley also stated: "It must be understood that we will not receive the full benefits of the 1923 program until we get a more adequate and efficient use of railroad freight equipment. By this we do not mean that the consignee who receives a car of flour once a week or once a month is going to be asked to buy more flour than he requires."

This is not very clear because he does not say the quantity of the carlot buyer now buys and probably all he can buy at a time now or in the future will not be disturbed or changed.

We have been advised that numerous instances of cars loaded in western Maryland and Pennsylvania, where the production of an area of five or 10 square miles in the mountain sections, will not produce a load much over 60,000 pounds, and yet the aggregate production in these mountain areas exceeds several million bushels in each of the states mentioned.

While large cars with capacity loading may have helped the carriers in reducing various costs and improving operation, the loading of large cars to actual capacity slows up the loading by shippers and increases their expense as in the case of grain due to trimming of the car after certain height of load is obtained, also slows down the loading capacity of the plant, and manufacturers' costs are also increased through extra tiers and the extra care of stowing to avoid damage in transit.

It seems to us that the carriers through the Car Service Division should be satisfied to secure heavier loading by urging those who can ship in large quantities to do so and we believe they have succeeded in securing this loading.

For the best interest of the whole grain trade, present sized capacities of cars should be continued, with the present minimums, so that a flexible shipping condition will continue to exist which in the long run will be beneficial to the carriers in meeting truck competition and the demand of the smaller towns for reasonable sized cars.

Referring to the Chicago hearing, September 17, 1929, covering Docket Advice No. 22607 of the Central Freight Association; the carriers proposed to revise rules and regulations covering stopping of cars in transit to partially unload or to complete loading and covering many commodities.

The carriers' plan was to substitute 14 new rules which included the elimination of stop-off privilege on freight in bulk. If stop-off privilege is denied grain, country elevators could not partly load a car and then send on to another station to complete loading at through rate of freight plus stop off charge.

Objections to the proposed changes were presented by the representatives of the Kroger Grocery and Baking Company, Cincinnati, who prefaced his remarks with the statement that his company had shipped 2,200 stop-off cars last year, and that contracts for this year would increase that number to about 3,700. This would indicate that the large chain organizations, especially, those handling groceries and meats need present carlot sizes and minimums.

Statements were made by others that the proposed increased charges to \$10 for each stop-off would force shippers to use trucks from the first stop-off point if increased charges went into effect, as stop-off is usually made in small towns to serve branches or smaller concerns.

This is, we believe, a further argument for retaining 60,000-pound capacity cars, and this privilege and present charge so as to serve the smaller towns and by so doing carriers will benefit by entire haul to final destination and avoid truck competition with its store door delivery.



Further hearing on this subject will be held by the Central Freight Association on November 22, at Chicago.

In line with the Farm Act passed by Congress, the Federal Farm Board insists that one large co-operative farm organization is to sell the grain as collected through the small co-operative elevator at country points which will not change, however, the present system of buying and collecting the grain from the farm through the small country elevator or of enlarging the buyers' capacity of buying more than the trade needs of his territory, or of his warehouse or financial ability to take care of.

A new factor is entering the situation; that is, the great development of electric power companies who are now helping very largely in turning the tide and bringing back to the small cities and country towns the laborer who went to the larger city owing to the development of mass production and due to the power available there.

Now, however, the power companies are furnishing power freely to the smaller places and making every effort to build up the smaller towns, creating a new industrial frontier and the carriers are also helping by giving the smaller towns competitive rates and good service, thus bringing them closer to the consuming markets.

An interesting survey has just been completed by the Civic Development Committee of the National Electric Light Association and the Policyholders Service Bureau of the Metropolitan Life Insurance Company covering the years of 1926 and 1927. In reviewing some of the definite tendencies which the survey has developed the following appear:

"The migration or the physical shifting of industry is not the factor in industrial growth which many thought. The real development has come from the establishment of new local industries and the setting up of branches in order to tune in on marketing situation."

And this: "The large cities still receive most of the plants, but there is a strong tendency toward the establishment of relocated industries and branches in the smaller cities. About 40 per cent of the net gain of all plants has been in these smaller cities."

A recent newspaper article by John F. Sinclair, of the North American Newspaper Alliance states, in part: "Martin Insull of Chicago, president of the Middle West Utilities Company, is one executive who believes that the small towns comprise the new industrial frontier."

"Anyone who has traveled in recent months through the congested cities cannot help but be impressed

ment. The electrified small community can accommodate the industries which look to America's new frontier for economical and logical location. And the modern motor highway and railroad have made wider markets easily accessible to the small-town factory.

"The movement of electric power to the new industrial frontier is chief of the elements on which the small towns of America have built their present-day progress and prosperity."

It is evident to us that the day of corporations centralizing their manufacturing energy is taking a turn as from surveys made the leading factors for the change will be markets, labor and transportation, in the order named, and it is evident the trend of decentralizing is developing in merchandising as per the following:

*The Business Week*, issued by McGraw Hill Publishing Company, in their issue under date of September 21, 1929, has an article under the heading "This Is Age of Small Business," and is as follows:

"Chain companies close branches which sell less than \$250 worth of goods a week. Few chain stores are permitted to continue if their sales get down to \$200 a week. Yet 42 per cent of all the retail outlets found, according to the trial census of distribution, in 11 large cities, representatives of all parts of the nation, had total sales for the year under \$10,000."

"Commercial Service Company just reported the opening of 4,252 new independent stores as against 937 main store branches last month. So much publicity has been given the rise and expansion of chain stores that the fact that independent stores are increasing relatively much faster is not generally known. There are approximately 12 times as many independents as chain stores, and over two-fifths of them are smaller than the smallest chain store."

"Incidentally, it is interesting and important to distributors to know that chain stores have not been able successfully to compete anywhere with the smaller independents in the poorer urban neighborhoods. In some parts of the country, moreover, they have not coped successfully with the small rural independents."

No doubt the above article as to independent stores cover also some stores handling staple and heavy commodities and grain and grain products.

Therefore, our closing plea to the carriers is: do not endeavor to kill the medium sized and small plants and dealers, for if many plants in the future drift to small towns, it will mean more buyers who will want to buy the various commodities in car lots of medium size and of present minimums.

**President MacDonald:** There may be some questions which some of our members wish to address to Mr. Goemann, but I want to postpone that just a moment. Some of you have noticed the Red Riding Hoods that we have in our midst, and thought possibly you might like to know that they are grain men, Ted Branson's group from Salina, Kan. They are going out this afternoon to put on a skit in connection with the entertainment festivities. I would like to ask Mr. Branson if he will simply introduce his bunch and give us any notice that he may have in connection with this.

Mr. Branson introduced the members of his group—Billy Talbot, Roy Miller, Denny Richter, Harry Robinson. (Applause)

**President MacDonald:** Is Fred Watkins here? May we have a few words on our pet skit?

**Mr. Watkins:** The usual and innate modesty of our president brings me here to make a few remarks about the ever-present canvass. You know this is not a novel idea, but it usually works pretty well. It has worked fairly successful for the Grain Dealers National Association, and we want to try it again.

If you believe in association work—and you certainly do or you wouldn't be here today—if you believe that the grain trade is facing a crisis, is in a critical position—and you certainly do if you have been noting the trend of events; if you believe that an association needs funds and interest and a carrying of the load on the part of all of the interested parties in the justifying and the defending of our business, the business in which you are engaged, you will inevitably come to the conclusion that one of the easiest ways to furnish that support is to increase our membership.

Now, if 40 or 50 people can go out and get in 140 or 150 members, if about 1100 people would go out and get a member—and the field is there—there is that possibility—you can see how much more effective work we could do. It is not hard. Those of you who have tried it—and most of you have, we will say—will find it can be done with a little effort and a little thought in picking out your prospects and going after them.

If we have one prospective booster who is going to bring in 100, can't the rest of us bring in several more to match that, and have a real, strong association to carry us through these trying and critical days that face the trade?

There was an old colored mammy circulating around among the colored population in a town in the South. She came to the deacon and said, "You know our pastor, Brother Jones, had a call to go down south, and we thought we would go around with this paper and take up money to give him a little momentum." We are not after a memento—we are after some

momentum. Will you sign the cards and do the needful to make good on the promise that you thereby make?

**President MacDonald:** There will be additional cards here for tomorrow's session, and I earnestly trust that the membership will avail themselves of the privilege of signing these cards and having signed them, deliver.

Next came the drawing for the Attendance prizes, in charge of Mr. Wrigley. The following men won prizes: Harold L. Gray, Crawfordsville, Indiana; Arden L. Gray, St. Louis, Missouri; H. L. McIntyre, Seattle, Washington; R. B. Woolsey, Peoria.

**President MacDonald:** Have any members any questions they would like to ask Mr. Goemann in connection with the Transportation report? If not, I will call for the report of the Legislative Committee, James L. King, West Chester, Pa., Chairman of the committee.

## REPORT OF THE LEGISLATIVE COMMITTEE

**T**HE Legislative Committee of the association has had an active year, owing to the final passage of a farm relief measure after 10 years of agitation during which, as all the members know, sustained efforts were made to enact into law bills containing either the famous "equalization fee" or the "debenture plan."

The bill that ultimately received the approval of the President contained neither of the two controversial features, but it is nevertheless a measure that is potentially dangerous to the grain trade be-



THE SALINA "RED COATS": TED BRANSON, ROY MILLER, DAN RICHTER, BILL TALBOTT, AND HARRY ROBINSON

cause of the power vested in the Federal Farm Board that is created to administer the law.

I will not attempt in this report to give an analysis of the "Agricultural Marketing Act," as the new bill for farm relief is officially known. The bill has been published in the entire trade press and in all the daily newspapers and comment upon it has been voluminous. Everyone knows its purpose which is fully outlined in its "declaration of policy."

This purpose, if successful, is bound to bring hardships to many now engaged in the trade. A "farmer owned and farmer controlled" machine, to supplant the present system of distribution, and financed from the federal treasury, is sure, for some years at least, to be a factor in marketing the grain crops of the country. This seems obvious in view of the power, financial and political, that is arrayed on the side of the new enterprise.

One does not need to devote much time to the study of the new law to discover that the powers granted to its administrators are virtually unlimited, greater indeed than any power that has ever been given by Congress in the past to any Board or Commission in times of peace.

It is the conferring of this all-embracing power to the Federal Farm Board that makes the future so uncertain. No one can dare foretell the effect of the new law. I am constrained to believe that its effect will be conditioned upon the attitude of those who constitute the Board. If they are radical in their theories and are not disposed to listen to economic reason, the result will be disastrous, not only to the whole scheme but to farmers and grain dealers alike.

The greatest objection I find to the bill is not so much its attempt to help the farmers through cooperative efforts but to the absence of checks or restraints upon the administrators of the law. Given such power anything may happen, and this, I take it, is the view generally expressed in the trade.

Knowing that the bill, when it was being written by the House Committee on Agriculture, was to follow closely the ideas of President Hoover, and which ideas were embodied in his pre-election utterances, our committee believed that the views of the members of the association should be made known to the President rather than to the House Committee. We reached this conclusion because we felt that the President was in reality the author of the measure since nothing went into the bill that did not receive his approval.

Accordingly the members of the Legislative Com-



A FEW PEORIA HOSTS WITH GUESTS

with the marked decentralization of industry going on in most of them.

"The small towns, to men of the Insull type, constitute the dynamic America of the future, without the congestion, dirt and noise of the metropolitan centers."

"In 1929 there were 13,268 incorporated communities in the United States with less than 2,500 people. Altogether they constituted 42,073,000 persons or 39.8 per cent of the entire population. These millions lived on farms and in small communities. Industrial life in a big way meant little to them."

"But today, thanks to the transmission of power, factories are springing up in the smaller cities and the population is shifting to the smaller places."

The Middle West Utilities Company says the following in one of their advertisements:

"The westward and cityward movements left great gaps of scantily developed country. Thousands of small communities dot such districts. They have been mere market places—built upon the general store, not the factory. Now that the frontier no longer moves west, a new frontier is discovered in the 'open spaces.' Industry is steadily advancing upon the new frontier, filling in the areas between the populous centers formed during the westward sweep of settlers and railroads."

"This new trail for the factory has been blazed by electric power."

"Just as concentrated power distorted the distribution of industry, drawing it from the small town and countryside into the crowded cities, so diffused power is releasing industry from its metropolitan confine-



mittee, in company with the president and secretary of the National Association and several officers of affiliated associations, formed a delegation numbering 11 and called upon President Hoover at the White House on April 10. We presented to him a brief, outlining our views and tendering our assistance to the administration in its attempt to solve the vexing problem of farm relief legislation.

While our views were not incorporated in the new legislation we nevertheless feel that the time and money expended on the trip were not wasted. As both political parties had committed themselves before the last presidential election to some form of legislation similar to that which was finally enacted, it was inevitable that Congress would pass a bill along lines that would be objectionable to the trade. However, our views are now part of the official record, our protest is on file, and so are our ideas as to the proper constructive course that should have been followed. We have preserved our independence and our self respect and we have the consciousness of knowing that we did all in our power to secure sane legislation.

Of course, all the bills that were before the seventieth Congress, when it adjourned on March 4 last, are dead and must all be reintroduced in the new (the seventy-first) Congress, the first regular session of which begins on Monday, December 2. The present session is a special one called by the President on April 15 to redeem a pre-election promise. This special session is intended to be devoted entirely to farm relief legislation, such as the passage of a farm relief bill and the revision of the tariff in the interest of the farmer.

There are, therefore, not as many bills affecting the grain trade in the special session as are usual in regular sessions of Congress. Nevertheless, there are several "old timers" whose absence would be strange indeed. The memory of man runneth not to the time when some senator or congressman did not have a bill to abolish futures trading in grain or cotton or both. Senator Caraway, of Arkansas, on April 22, introduced his bill to prevent the sale of both cotton and grain in futures markets and Congressman Hudspeth, of Texas, has a bill to abolish futures trading in cotton. The senator from Arkansas is not easily daunted. His bill was decisively defeated in the seventieth Congress just before adjournment but it is back again and awaiting an opportunity to be reported out by the radical Senate Committee on Agriculture.

There are several other bills, such as the one introduced by Representative Howard, of Nebraska, "to promote the orderly marketing of farm products through the construction and operation of Federal warehouses for the reception and storage of farm products." And one by Representative Summers, of Washington, "to suppress unfair and fraudulent practices in the marketing of perishable agricultural commodities in interstate and foreign commerce." Senator Schall, of Minnesota, has a bill authorizing an appropriation to encourage the utilization of farm waste for the production of paper by aiding farmers and local chambers of commerce to develop the manufacture of paper pulp from waste crops. Congressman Cross, of Texas, has a somewhat similar bill to provide for research work in connection with the industrial utilization of waste products from the land.

Of course, the members of the Association are familiar with the struggle in the senate over the tariff bill, with farm leaders claiming that the measure, as it passed the House, does not help the farm situation because, while the tariff on certain farm products was raised there were corresponding increases on products which the farmers must buy.

At the regular session, which begins on December 2 next, there will, without doubt, be introduced the usual number of new bills affecting agriculture and indirectly the grain trade. It is safe to predict that, notwithstanding the passage of the Agricultural Marketing Act at the special session, Congress will be flooded with "relief" measures designed to aid agriculture.

At the regular session the association will conduct a vigorous campaign to have enacted into law the Strong Bill, which was introduced on April 16, 1928. This bill was known as H. R. 13153. The purpose of this measure is to protect shippers who issue drafts and send them through distant banks for collection. Court decisions, given recently, have made the drawer of the draft a virtual depositor in the collecting bank so that, in event of the failure of the collecting bank, the shipper becomes a depositor in it with such rights only as ordinary creditors.

The members of the Association have always regarded such court decisions as an outrage on common justice, because the drawer of the draft is in no sense a depositor in the failed bank which bank acted only as a collecting agency.

A large number of the members of the association are greatly interested in the Strong Bill, the author of which is Representative Strong, of Kansas. He is a prominent member of the House Committee on Banking and Currency and is in position to help materially in securing its passage through Congress. His bill provides "that transferors for collection of negotiable instruments shall be preferred creditors of national banks in certain cases," and then goes on to explain that "upon the appointment of a receiver of any national bank the transferor of a negotiable

instrument transferred to such bank for collection shall be a preferred creditor of such bank in the amount of the liability of such bank as collection agency if such negotiable instrument has been collected, either in whole or in part by such bank."

Of course, this bill, if passed, will cover only national banks, but it must not be forgotten that most grain shipments are interstate and protection will be given to shippers in all such cases. It is not too much to expect that once the Federal law does justice to shippers it is only a question of time until similar state laws follow.

The Committee on Legislation did not attempt to push the Strong Bill because it was not introduced until late in the regular session of the seventieth Congress and there was no opportunity, in the short session that followed, to secure action because of the rush of appropriation and other important bills. To secure passage of the bill at the special session called by President Hoover was out of the question. At the regular session which begins on December 2 your committee will give attention to the bill and make a determined effort to secure its passage.

Your committee will also endeavor to have the stamp tax on cash transactions removed from the revenue bill. This is one of the few war-time taxes that remain. Congress should abolish the tax on grain futures transactions. The House has on several occasions taken this tax from the bill but the Senate always reinstated it. If the tax on futures cannot be removed the tax on cash grain transactions should surely be taken out of the bill. The revenue measure does not specifically tax cash transactions, but on the contrary it exempts them in the following language: "No bill, memorandum, agreement or other evidence of such sale, or agreement of sale, or agreement to sell, in case of cash sales of products or merchandise



JAMES L. KING

for immediate or prompt delivery which in good faith are actually intended to be delivered shall be subject to this tax."

This plainly exempts cash transactions and yet, through an interpretation by the Internal Revenue Department, all transactions, where delivery is specified after 20 days, is a future transaction.

As the law has been interpreted by the department no cash transactions covering a period of more than 20 days are exempt from the tax. The department recognizes that the law does not apply to cash transactions but it has arbitrarily placed 20 days as in the time limit beyond which no grain dealer (if he is a member of a grain exchange), may make a cash trade without paying the tax. This is the department's gauge or foot rule to distinguish between cash and future trades. Many members of the association make cash trades specifying longer delivery than twenty days. These deals are in no sense future trades. They are simply contracts to deliver cash grain within a specified time.

Another objection to this ruling is found in the fact that grain dealers who are not members of any exchange are not subject to the tax which applies only to exchange members. This is a discrimination which is without doubt unlawful. If the association cannot secure a modification of the ruling it is likely that certain interested parties will bring suit to have the tax removed.

**Mr. King:** I would like to add, Mr. President, in addition to this report, from my observations of many years covering these legislative matters, I think associations and all bodies of grain organizations can do a great deal to co-ordinate the thought of its membership and present it in a concrete fashion to House or Senate committees or to members of Congress.

However, it is very difficult for the association, or any grain body, in the present attitude of Congress, to accomplish very much unless we happen to be

in favor of what they want. They are against us, I think, on the general proposition.

Therefore, I commend to the individual members of the Association the advisability of them taking up with their representatives and their senators direct such matters as you think are against the grain trade, and which the grain trade or this organization tells you is not in line with that which should be done, and so deluge them with protests that I believe the result will be satisfactory. (Applause).

**Mr. Sturtevant:** Mr. President, this convention yesterday changed the name of our association to include the feed men. I assume that it is the intention that that action should be really made effective. In looking over the constitution and by-laws last night, I find that the amendment adopted merely changing the name in Article I does not accomplish the purpose, but that the language all through the constitution and by-laws, the trade rules, the arbitration rules should be revised to fit the new situation.

For instance, we have changed the name in Article I to Grain and Feed Dealers National Association, but in Article II of the constitution, there is no provision for the admission of the feed man as a member of this Association. I think the matter is quite complicated, although it is purely formal, and of minor consideration; but I believe it is important enough to receive consideration.

I, therefore, would like to make a motion that the president be requested to appoint a committee of three, one of those to be the chairman of the Trade Rules Committee, one, a representative of the feed trade, to revise the constitution and by-laws, arbitration rules and trade rules, and to submit that to the Board of Directors for their action.

The constitution provides that it may be amended as we did yesterday, by a two-thirds vote of the members present, or the directors, between conventions, may amend it by a two-thirds vote. I believe the proper procedure would be for this committee to present the changes to the Board; they should adopt them and then present them to the next convention for ratification.

I so move, Mr. President.

The motion was seconded by Mr. Dryer.

**President MacDonald:** Moved and seconded that the President appoint a committee of three, a representative of the Trade Rules, a representative of the Feed Trade, and the third at the discretion of the president, to complete a revision in line with the action taken yesterday. Is there any discussion?

The motion was carried.

**President MacDonald:** The next report is that on Membership. Leo Potishman, chairman, Ft. Worth, Texas. Mr. Potishman is not here, but has asked Secretary Quinn to cover several points that require attention.

**Secretary Quinn:** Mr. Potishman thought that it wouldn't be necessary for him to give a formal report to this convention because he knew I was covering it fully in my annual report, and in his letter he said he thought I ought to use my report as a basis for his report. As my report will be published and everybody will get a copy, it won't be necessary for me to read that part of my report covering membership. It is statistical, the session is growing late.

I want to say that Mr. Potishman is one of the greatest boosters the Grain Dealers National Association has ever had. As you know, he is a Texan, from Ft. Worth. In 1928 he secured 36 new members for us. Previous to that, he had secured a number of booster prizes. I should say offhand that Mr. Potishman has brought into the Association from the beginning of his interest in membership work, approximately 100 members, in the six or seven or eight years he has been in it.

Now, to show an interest in his work, and to prove that he intends to be active again next year, he has sent me two applications already for 1929-30, and he asked if I would not be kind enough to let the members here know that he was going to be very active in the campaign this year, and that he had sent me these two, to be entered on the 1929-30 membership canvass. Therefore, he can justly claim that he is the first booster to secure members for the new year.

The two he has obtained are the Hitch Grain Company, of Guymon, Okla.; and R. E. Roberts Grain Company, of Stratford, Texas.

I also, by the way, have another application which our president secured from Fuller-Holworth Company, of Augusta, Maine.

**President MacDonald:** That gives us a nice little start on next year's booster campaign, and as I stated a while ago, if Mr. Parks is not too optimistic, the coming year should be a record-breaking one.

Now, the balance of the reports scheduled for the remainder of today's session are made up for the most part of arbitration reports. Arbitration as established here so many years ago and as such an important feature of association work, has apparently done its bit. The arbitration cases are decreasing in number, the reports are purely formal, and in some cases there will be no report at all. So unless some chairman of some of the committees scheduled for the balance of the session has something special he wishes to call to the attention of the session, unless there is objection, those reports will be printed. Hearing none, the reports for the balance of the commit-



tees scheduled for today will be printed in the regular transcript of our convention session.

That completes the list of today's business.

Adjournment at 12:00.

## REPORT OF ARBITRATION COMMITTEE NO. 2 BY F. G. COE

**A**RBITRATION Committee No. 2 is glad to report that they have had only two cases during the past year, not because we are averse to the work but because we think it indicates a fine spirit among the membership and a growing sentiment to settle disputes direct and avoid argument and arbitration, if possible. We think that the day on which the association has no arbitration cases on its docket will be a happy one.

The two cases we considered were: Blasser & Marks, Denham, Ind., vs. A. K. Zinn & Co., Battle Creek, Mich.; and John Wahl Commission Company, St. Louis, Mo., vs. Carr Milling Company, Hamilton, Ohio.

The committee has no recommendations to make and simply wishes to express its appreciation of the cour-



F. G. COE

tesy and consideration shown to us by the officers of the association and those whose cases have come before us.

## REPORT OF ARBITRATION COMMITTEE NO. 4 BY E. W. CROUCH

As chairman of Arbitration Committee No. 4, I herewith report the activities of our committee during the fiscal year, along with some suggestions.

Only four cases have come before our committee, all of which have been handled as promptly as possible.

In practically every case handled by Committee No. 4, either the plaintiff or the defendant could have saved some money had he tracked the Trade Rules closely in handling the shipments in question.

The fact that the number of cases coming before the different committees are nothing like as many as in former years, would indicate that our membership, on the average, is pretty well informed on the Trade Rules, and by following them, prevents controversies. Any time a controversy seems imminent, both parties should familiarize themselves with such Trade Rules as might apply to their particular case and be careful to follow the Trade Rules closely.

## REPORT OF ARBITRATION COMMITTEE NO. 6 BY S. C. ARMSTRONG

**D**URING the year past there have been five cases handled to conclusion by this committee, as follows:

No. 1282 Barkemeyer Grain & Seed Company vs. Rathke Grain Company.

No. 1293 Rathke Grain Company vs. Kearney Grain Company.

No. 1305 D. H. Dopplmaier vs. Crowell Elevator Company.

No. 1308 Fruen Grain Company. vs. Boyd-Conlee Company.

No. 1312 E. F. Burlingham vs. General Commission Company.

This committee desires to call the attention of the association membership to the fact that much arbitration will be avoided if each will be explicit in offer, acceptance, confirmation, and terms contemplated in a transaction. If such are unintelligible when written, there is almost sure to be trouble ahead. A member purposely writing such an offer or acceptance is not worthy of this Association.

## BANQUET SESSION

On Tuesday evening, October 15, the convention hall was transformed into a dining salon, and the annual banquet progressed in traditional style. Following the

service of an elaborate banquet menu, accompanied by musical numbers, Mr. Sands started the post-banquet session.

**Edward Sands:** It is now my privilege and a great pleasure to turn this meeting over to our toastmaster of the evening. This human dynamo that I shall turn loose upon you presently was born in Peoria, educated in Peoria, attended the Northwestern Military Academy and the University of Illinois. A past-president of the Peoria Board of Trade; entered the World War as a captain of the Infantry, and now holds the high rank of colonel of the 343d Infantry.

He engaged in the grain business on the Peoria Board of Trade with his father and uncle, one of our oldest and most respected firms doing business on the exchange today.

Ladies and Gentlemen, I take great pleasure in introducing to you the toastmaster of the evening, Colonel Grant M. Miles. (Applause)

**Toastmaster Miles:** Mr. President, Ladies and Gentlemen of my Radio Audience: Mr. Sands has dwelt at some length on my high rank in a military way. That is kind of funny to me, but some fellow out here at the Palace Gardens this afternoon—I think he was from down South somewhere—said, "Are you a Colonel, or are you a Kentucky Colonel?" (Laughter)

It might interest some of you to know how I got all this preparation to get to be a colonel. You know you have heard about these pacifists of various cults and religious sects. A good many years ago—oh, a long time ago—while I was still young enough to chase something else beside golf balls, I saw a good looking girl, and I got her, and you know, you have heard these Quakers are pacifists, but I got plenty of training before the war.

Our first speaker this evening, I have found since he arrived in Peoria, has a complete set of Scotch names, and he also has the usual attributes of a Scotchman. I was amused last night in one of the rooms in this hotel when somebody was putting out, and this gentleman was present, and as the ladies say, while this man was pouring, he poured for this next speaker, and was telling all this time about how this stuff would not put your eyes out or anything, it was old, it was God-awful old stuff. This man took it, looked at it and said, "Damn small for its age."

They tell me that this particular man has various hobbies. One of them is being superintendent of a Sunday School. That is all in the spirit of the thing. He addressed this Sunday School one day, and he told these people in the Sunday School that he was going to tell them about the whale that swallowed Jonah. A little old lady sat down in front with her Bible open. She had gone to this Sunday School, attending religiously, because she had heard they had a Scotch superintendent. When he said he was going to tell about the whale that swallowed Jonah, she looked up from her book and said, "It was a great fish."

He was perturbed, but he looked at his Sunday School again, and he said, "I repeat, I am going to tell you about the whale that swallowed Jonah."

She said, "It was a great fish."

He looked down at her and said "Hold your tongue, you damned old fool, and listen to the word of God."

Before this man came to this country, he, as of course, you have divined, lived in Scotland, and it seemed that there were tourists in his part of the Highlands. Among these tourists were two old school teachers from the United States who were touring the Highlands on the stage coach, and in order to view the scenery, were riding on top thereof. A storm came up and it started to rain. One of these ladies opened the trap in the top of the coach and looked down and she said, "Is there a MacIntosh down there that could protect two American ladies," and this head came up and said, No. Ma'am but there is a MacDonald that would feel highly honored." Mr. MacDonald, the president of the Grain Dealers National Association. (Applause)

**President MacDonald:** Mr. Toastmaster, Ladies and Gentlemen: Perhaps some of you who are really observant may have noticed that thirty seconds ago I lighted a cigarette. It is a wonder I didn't light a cigar—I thought the way you were going on, I would have plenty of time to finish it.

Anyway they say that every cloud has a silver lining, and, gosh, I like to look for 'em where I can, and perhaps I thought I could see a tinge of that silver lining here tonight when I looked at your program and I find that I am not down for an address, but simply for greetings. That is encouraging.

The other tinge or ray of silver: When I read in your advance program of Colonel Grant M. Miles, it meant nothing to me at all except that there are thousands and thousands of miles in Peoria, but I thought if he was a colonel, he probably would be old and have a beard, forgetting the World War, of course; but when I hitched the two together and sat with him tonight, he is just Grant Miles, a regular scout, and if I understand him correctly when he was referring to me last night, I want to correct that and have these records entirely right—it was this morning, Grant.

So he doesn't terrify me at all, even if he does attempt to drag into the limelight my Sunday School past. I am not afraid of him.

Well, here we are, back in the friendly and hospitable land of Peoria, the first time since 1915, and some of our members who are not so acutely young as I

am, probably remember pleasantly their experience at that time. Lots of things have happened since then; lots of water gone over the dam. Terrifies me to even think of it. I am not going to.

But I was here in May to attend a meeting of the Illinois Grain Dealers Association, and I was introduced to one of the enthusiastic members of the Peoria Board of Trade, and he was enthusiastic, too. He said, "You come from Boston? Quite a long distance." I told him politely that I was having a very enjoyable time. "Boy," he said, "you don't know the half of it. If you want to have a real experience come out here in October. We are going to entertain the National. Do you think you can make it?"

Well, to tell the truth, I didn't know, but based on his enthusiastic recommendations, I determined then and there that I should make every possible effort to be here, and here we are—and glad!

Another thing that I want to call your attention to is that most of us, whether we are politically minded or not, can't help but be impressed with the glamour of public office. I don't know why it is. I can't see it myself, but the newspapers are probably responsible for it. When you come here to Peoria, many of you, of course, have known some people in public office, but I presume in most cases it has been on terms of strict formality, but here in Peoria, for a number of years past, the mayor of this fair city, who was not to us Your Honor but Louie Mueller, a grain man,—is it any wonder that we of the National have a warm spot in our hearts for Peoria?

Speaking of the grain business, I had thought of telling you a couple of stories, and as long as they are not Scotch stories, it is barely possible that you may not have heard them.

In a particularly arid section of our great western producing country was an old farmer, 70 years of age. (I don't know that I should say "old farmer"—just a farmer, 70 years of age.) He had a hired man, 65, who had worked for him for 40 years. A fellow from the East—probably from Boston—green, visiting out there, one day stopping at the farm, saw the conditions. He probably realized that these two had managed to simply eke out a bare existence. He said to the farmer, "How do you plan and manage to pay this fellow his wages?"

The farmer said, "Well, it is this way. When I originally hired him, I took him on for a two-year



COL. GRANT M. MILES

period, and gave him a mortgage on the farm to guarantee his wages. At the end of the two years, he took the farm in; I went to work for him on the same terms, and that is the way we manage it." (Laughter)

That would serve to show, but, of course, no demonstration is needed, that it is necessary to figure very, very closely on the farm to get by; but they did it.

Now, if I tell you about the producing end, or at least acknowledge the producing end's difficulties, being particularly interested in the distributing end myself, I think it is fair to tell you the other story—not Scotch, either.

Two colored brethren meeting on a street corner, chatting, old Link said, "Yes, business is very good. Done bought a pig for \$10; sold the pig for a wheelbarrow, barrow for a calf, calf for a bicycle, and today I just sold that bicycle for \$10."

"But, Link, you don't make nothin'."

"Sho' 'nuf; but think of the business Ise doin'." (Laughter)

So it is in the distributing end of this business. Great volumes of feed and grain are handled on an extremely narrow margin, but think of the fun we have—and how!

Speaking seriously, from the bottom of our hearts we want to tell you—it is my privilege to tell you on behalf of the Grain and Feed Dealers National Association—how deeply we appreciate the warm and



generous welcome that has been accorded to us by our hosts and hostesses of the Peoria market. Please note—hostesses. (Applause) Couldn't get on without them, of course, and if we had to choose between coming here with just hosts or hostesses, I leave it to your own good judgment which we would choose.

Speaking about that, I want to pay a special tribute to your general chairman, Mr. Wrigley. I know how hard he has worked. Glad to testify to it.

To your people in Peoria, the fact that the Atlantic Ocean does not come within your city limits, or the fact that no battle of the Revolutionary War has been staged here is apparently no handicap at all. (Laughter) You have done a hand-painted job. We have had a wonderful time! Any of us who have been connected with Association work know the months—not days; not weeks; but months—of careful, intensive, intelligent planning which goes to make a function of this sort possible—a smooth-running, well-oiled machine. We of the association are deeply grateful to you, and the memory of this visit will linger long, long, in our minds, we assure you. (Applause)

J. Heber Hudson, director of the organization department of the Illinois Chamber of Commerce, was introduced by the toastmaster. His message to the dealers was one of optimism. He emphasized, by anecdotes, the advantage in "smiling through" situations facing individuals and groups alike, which seem difficult.

## Wednesday Morning Session

The meeting convened at nine-thirty, President MacDonald presiding. Singing by Jerry McQuade and others preceded the business session.

**President MacDonald:** Just a few notices and comments. Those of us who were (and most of us were) at the Palace Gardens yesterday afternoon realize



J. H. OWEN, DES MOINES, IOWA; J. M. RIEBS, JR., MILWAUKEE, WIS.; AND J. J. KING, BOSTON, MASS.

that if the grain business in Salina, Kansas, stops completely, Ted Branson and his group will not be out of luck. There is still a place in the world for them. I think everybody will agree.

These "every-member-get-a-member" cards were distributed yesterday, freely and generously. I haven't seen any signed cards. I stand corrected. The Secretary tells me there are two cards back. They were distributed with a purpose. We want you to sign them.

In connection with that, J. P. Parks of Kansas City, Mo., one of the men active in the United States Feed Distributors' Association, announced yesterday through me that he had secured his first member, the General Mills of Minneapolis. In addition to this, he has three new members to report so far: The National Oil Products Company, Harrison, N. J.; E. A. Weiler of Kansas City, and J. T. Sexton & Co. of Kansas City.

Siebel C. Harris, of Chicago, spoke to the convention on the subject of farm relief legislation as passed at the present session of Congress. His delivery was largely a report of the senate inquiry into the personnel and policies of the Federal Farm Board. Summing up what the testimony meant, Mr. Harris declared the evidence showed that there is apparently a desire, on the part of the board, to be conservative.

Nevertheless, he warned the audience that the Act carried dynamite for the independent grain trade unless strong association effort is at all times on hand at Washington, D. C.

I WANT to thank you on behalf of the Memphis (Tenn.) Merchants Exchange for the privilege of telling you what we are doing in providing a future contract market for cottonseed and cottonseed meal, and I shall be as brief as possible without slighting the subject which has been assigned to me.

A most fortunate circumstance permits me to quote from an article recently published in *Commerce and Finance* written by Professor James E. Boyle, of Cornell University, an authority of international note and one thoroughly qualified to discuss the subject of these futures markets—the New York

cottonseed oil market, the New Orleans oil market, and the Memphis cottonseed and cottonseed meal markets.

"The cotton farmers have been demanding, and justly demanding, some sort of price barometer for their cottonseed products. Cotton is as staple a commodity as gold itself, once the grade, staple and character of the cotton are known. But there has been a twilight zone of uncertainty about the value of cottonseed, particularly the seed running much above 19 per cent in oil. This need of a price barometer has been met by organizing exchanges for dealing in spot and futures. These exchanges bring together buyers and sellers in sufficient numbers to establish a price quotation. A quotation once established is given immediate and wide publicity by the press of the country. In this way, the guess is all taken out of current market values for cottonseed products. Hedging facilities are, of course, the second great service performed by these exchanges.

"When we come to Memphis, we behold one of the newest exchanges with an active futures market. Here is the only market in the United States at the present moment for future trading in cottonseed and in cottonseed meal. Since Memphis is a great spot cotton market, is the home of a vast cottonseed and cottonseed crushing business, is a transportation center of the first magnitude, this city is the logical place for a futures market in both cottonseed and cottonseed meal.

"The Memphis Merchants Exchange, established in 1881, conducts future trading in cottonseed and cottonseed meal. It was only in January, 1929, that this trading began, and it is now quite a dusty infant indeed. I was very favorably impressed with the vigor and vitality of this new institution when I visited it sometime in August.

The Memphis contract calls for delivery in Memphis. The unit of trading is 100 tons. There is a very notable provision in the cottonseed contract which calls for a premium of one per cent in value for each five pounds of oil about the 19 per cent basic grade. It also provides for a corresponding discount for seed below 19 per cent in oil. In other words, there is now established for the first time a public barometer of values for cottonseed and cottonseed meal.

"In the end, such a barometer will be a benefit to all parties concerned: Growers, dealers, crushers, and other interests. It is a firm conviction of mine that this frank, open, and above-board method of dealing with commercial values is a very real service to the trade itself and is a great advance over the old notions of keeping as much in the dark as possible. It is the modern way to do business. And being the modern way, it is destined to survive and grow in importance. The Memphis market is wide enough to perform well its two major functions—the price barometer service and the hedging service. I commend the rules of this new exchange to those who think of organizing a new commodity exchange, who contemplate revising their old rules."

It is regretted that time will not permit me to read to you Professor Boyle's article in full. I shall now attempt to give you a first-hand picture of the task which we undertook and have placed successfully in practical operation.

The cotton crop plays an important part in our national existence. More than 50 per cent of the world's supply is grown in the United States. Exports from the crop of 1928-29 reached a total of more than 8,000,000 bales and a value closely approaching a billion dollars. From the crop of 14,400,000 bales, there was produced approximately 7,000,000 tons of cottonseed and 5,082,000 went to the oil mills for crushing purposes. From this seed 2,280,000 tons of cottonseed cake and meal were produced, 298,000 being exported and the remainder consumed domestically.

Our production of cottonseed cake and meal represents probably one-fourth of the world's commercial crop of high protein feeds and constitutes, by far, the largest item in this world supply that is readily available for distribution and unhampered by the lack of proper financial or transportation facilities. For this reason, it has been felt that the cottonseed meal market might easily become both the price barometer and the hedging market for concentrates.

From the best figures obtainable, we find that the world produces about 30,000,000 long tons of oil bearing seeds and nuts. Cotton seed about 10,000,000 long tons, soy beans 6,000,000, ground nuts or peanuts 4,250,000, linseed 4,000,000, sunflower 2,500,000, copra 1,700,000, rape 1,000,000, hempseed 534,000, sesame 475,000, and palm kernels 432,000 long tons. In the extraction of oil, the resulting feed product is a high protein cake ranging from 20 per cent to as high as 50 per cent protein. A large part of this production does not come into the open markets and consequently, has no bearing upon prices in the American or European trade.

Cottonseed varies widely in oil and protein content, due to climatic conditions, soil fertility and moisture. For this reason there has always been a wide variation and lack of uniformity in the protein content of cottonseed cake and meal. Modern milling has done much to overcome this but the variation is largely natural and not artificial.

The cottonseed crushing industry is yet in its ear-

lier stage of development. Within my recollection, cottonseed in the raw state was used as both a feed and fertilizer. I have bought cottonseed at prices ranging from \$6 to \$100 per ton. Cottonseed meal, in the same period, has ranged from \$10 to \$80 per ton. In the past five years cottonseed has ranged from \$16 to \$60 per ton, and cottonseed meal at Memphis from \$22.50 to \$62.50 per ton. In two recent years the mill sale price of meal has advanced nearly 100% within a period of a few months. It is unlikely that any such range of prices will be experienced in the future as in recent past years. The wide range in value experienced during the period of readjustment immediately after the World War may be again expected only under similar conditions.

In the crushing of cottonseed, oil and cottonseed meal are the major products. On the Produce Exchange in New York and on the Cotton Exchange in New Orleans, there are future contract markets for cottonseed oil. Previously there has been no futures market for cottonseed or meal. Take the season of 1926-27; in October cottonseed meal sold at \$22.50 per ton f.o.b. Memphis and oil sold at 8½ cents. Toward the latter part of this season meal sold at \$37.50 and at the same time oil was selling at 8¼ cents. Now, take the low point of 1927-28 season when meal sold at \$32.50 per ton, oil was selling at 8½ cents per pound and when meal advanced to \$62.50 per ton, oil was quoted at 9 cents per pound.

The foregoing comparison should show conclusively the stabilizing effect of a futures market wherein all factors, including the speculative public, have an opportunity of expressing their reactions and opinions of the prices quoted. Since the establishment of our market, the grower of cottonseed, the manufacturer of cottonseed products, the merchants, cattle feeders, feed mixers, exporters and the fertilizer people all will be permitted to express their ideas of



H. R. DEVORE, TOLEDO, OHIO; AND J. H. BROWNE, NEW YORK, N. Y.  
Low Net Prize in the Convention Golf Tournament was Awarded to Mr. Devore

values of both cottonseed and cottonseed meal in the future.

It is hoped that you now have a picture of the situation as affecting the two commodities with which we had to deal. Both cottonseed and cottonseed meal are by-products. The meal is a manufactured commodity. No future trading in cottonseed had ever been attempted, so far as we could learn. Cottonseed meal had been traded in under futures contracts before, and at one time with a fair measure of success but under a contract and conditions that limited its usefulness.

The need of something to prevent the wide fluctuations in both cottonseed and cottonseed meal values had long been recognized. In the Spring of 1928, President C. E. Coe, of the Memphis Merchants Exchange, appointed a committee to investigate and recommend to the Board of Directors as to the feasibility of establishing a futures market for cottonseed and cottonseed products. Much encouragement was given by government agencies, bankers, cotton growers and merchants, feed mixers and fertilizer manufacturers.

A careful study of the history of other futures markets convinced the committee, beyond question, that they should recommend the establishment of such a market, despite the fact that determined opposition from the cotton oil milling industry was encountered.

Our organization was established along the lines of past experience of other Exchanges and futures markets. Every precaution has been taken to preserve the character and integrity of both the Merchants Exchange and its subsidiary organization, the Memphis Merchants Exchange Clearing Association. Actual trading was begun on January 15, 1929.

The Memphis futures market affords a practical hedging market for cottonseed cake or meal and other concentrates. The feed mixer can now know, at all times, what his cottonseed meal supplies will cost



for six to 10 months ahead. Instead of carrying large stocks of the actual commodities in his warehouse, future contracts can be bought and in the event of developments in the feed business, such as we experienced in the past winter and spring, any surplus can be more readily disposed of.

The Memphis Merchants Exchange futures contract on cottonseed meal offers certain advantages to the buyer, in that the meal must run 41 per cent or an allowance for deficiency is made for all or any deficiency. Under trade custom and under Interstate Cottonseed Crushers' Rules, a tolerance of one-half of 1 per cent of protein is permitted when no claim can be filed. When meal is tendered, the certificate of analysis must also be accompanied by certificate of sampling and grade. Standards of quality have been established which insure, before payment is made, the delivery of strictly prime meal or the proper allowance for any inferiority as to either color, texture or odor.

Offsetting this advantage to the buyer, the seller has the option as to time of delivery during the contract period and may make delivery on any day within the month, without prior notice. As the cost of certification, which is borne by the seller, is based upon units of delivery, it is probable that delivery will be made in 50-ton cars or in bonded warehouse, and tagged with weight tags only.

**President MacDonald:** I am glad to be able to announce that our next speaker is well-known to us. Mr. Besley was in attendance at that stag party yesterday afternoon. He now has a brand new slant on the problems connected with the grading of grain, on which subject he will address us. (Applause)

### PROBLEMS CONNECTED WITH THE GRADING OF GRAIN

**F**EDERAL Grain Supervision of the United States Department of Agriculture is represented on your program today upon very kind invitation from your secretary. I personally am delighted to be here and on behalf of the department desire to thank Secretary Quinn for his invitation. Your secretary suggested to the department as interesting topics for discussion the grading of the 1928 barley crop and the grading of the southwestern wheat crop of 1928.

As most of you are probably aware, inspection and grading of the wheat and barley crops last year was the subject of considerable controversy throughout the year's movement of these two crops. The controversies were not confined to the boundaries of the United States. They became international and are still, as a matter of fact, not dead issues. In accepting Secretary Quinn's invitation to appear on your program it was the opinion of the department, and so expressed to Secretary Quinn, that no good would be accomplished in a discussion of the suggested subjects at this meeting. With his approval, his invitation was accepted with the understanding that I would talk on some phase of the inspection of grain under the United States Grain Standards Act.

The Grain Standards Act which has been in effect since 1916, makes the Department of Agriculture substantially the umpire in the game of the inspection and grading of the country's grain crops by inspectors licensed under the act and employed by states and commercial trade organizations. I do not need to tell you that umpiring the grading of the grain crops is not an easy task. You know that it is not. In the first place, the grading of grain is far from being an exact science. It is based primarily on the exercise of human judgment. Even the mechanical tests used in determining grades are not beyond the need for the exercise of human judgment. The department in its capacity as umpire in the grading of grain deals through some 50 of its own employees with some 460 inspectors located at 131 points in the United States, and these are scattered from Los Angeles, Calif., to Boston, Mass., one way across the country, and from the Gulf of Mexico to the Canadian border, the other way.

It is our experience that in years of good crops, I mean good in quality and condition, grade problems are relatively few and consequently controversies of major importance do not arise. On the other hand, in years of bad crops from the standpoint of quality and condition, our troubles are many. Grade problems which come to the fore have to be met individually. I mean to say that each problem is a thing by itself. A man may resemble another man very closely in looks and appearance. It is a hundred to one, however, that in disposition, personality and temperament they are far from alike. So it is with our grade problems. They may have some measure of resemblance, but believe me, each has its own individuality.

When an important problem in grading arises, the department always has four distinct jobs on its hands. First, it must to the best of its ability, quickly reach a decision as to what its position is to be. Second, is the job of getting rightly into the minds of its own 250 agents what that position is. Third, those agents must get that position across to 460 licensed inspectors, and fourth, the department must meet whatever criticism comes along because of the position it took.

The business of getting grain crops from the producer to the consumer is one of the oldest and most essential of all lines of trade. History and literature date back a good many centuries. Of course the busi-

ness of moving and merchandising the crops has undergone great evolution. I suppose there is as much, if not more, difference between one of our modern boards of trade and its method of doing business and one of the grain markets of medieval London and its methods of doing business as there is between man and monkey.

Today we are inclined to look upon the commercial inspection of grain in this country as an old institution. It is 70 odd years old, to be sure. It had its birth in Chicago in 1857. This does not mean, however, that grade or quality and condition of grain played no part in the grain business prior to that time. Records show that laws governing the grain business conducted in medieval and early modern French towns listed quality of the grain as one thing to be regulated. The terms "sweet, dry and merchantable" were used as early as 1511. A proclamation issued by the Lord Mayor of London in that year decreed that "Whatsoever person that wole brung whete, good, swete, drie and merchauntable to this citie to be sold, shall have eight shillings per quarter from November 5 to Christmas, and the bakers are to be forced to take it at that price." The records fail to show whether the Lord Mayor of London appointed an inspector to determine if the wheat was dry, sweet and merchantable, or whether the baker and the fellow from the country always got together on this themselves.

#### Mechanics of Inspection

At any rate there has been evolution in the matter of grades and inspections in the same way that there has been in the merchandising of grain, and that evolution is still progressing. Twenty odd years ago the Brown-Duvel moisture machine first made its appearance and put the vital question of moisture in grain on a definite basis. Its use by the trade and by inspection departments has grown increasingly throughout the 20 years. It takes, roughly, half an hour to make a moisture determination with the



H. J. BESLEY

Brown-Duvel machine. The investigational laboratory of Federal Grain Supervision is now experimenting with two new devices for determining moisture in grain. With either of these a moisture determination may be made in less than one minute. It remains only to be seen how long before such devices will be made practicable for commercial use. They will surely come in time.

The point which I want to make and the thought which I want to leave with you is that grain inspection service in this country is undergoing evolution. In my opinion it is right now in the midst of one of the most important and rapid cycles of evolution.

When I say rapid I am not thinking in terms of a month or a year. I am harking back to the birth of grain inspection in this country 70 odd years ago, and am comparing what transpired during the first 50 years in the way of progress with what has happened during the last 20 years. During the first 50 years the principal progress made in grain inspection was a spreading from Chicago to other markets, either through the enactment of state laws or through commercial endeavor. For a long period of years after there were many good sized inspection departments, there was no semblance of uniformity between markets, either in the grades themselves or in their application. It was through the efforts of this association, the Grain Dealers National Association, that an attempt was made to secure adoption of a uniform set of national grades. This, I believe, was in 1908. That attempt marked a milestone in the progress of grain inspection. The next one of major importance was the passage of the United States Grain Standards Act in 1916. We who have been in Federal Grain Supervision since its inception honestly believe that there has been improvement in inspection service since 1916. We have, on the whole, the hearty co-operation of all state and commercial organ-

ization inspection departments and the individual inspectors, and it is most deeply appreciated. At the same time we in Federal Grain Supervision want the trade to know and understand that we are striving continuously to improve inspection service. In this I think, too, that I speak the desire of the state and commercial organization inspection departments of the country as a whole.

As a concrete illustration that Federal Grain Supervision is striving to improve inspection service and that we welcome constructive suggestion and criticism, I should like to cite the recent appointment of a special survey committee by N. A. Olsen, Chief, Bureau of Agricultural Economics, of which Federal Grain Supervision is a part. The appointment was made with approval of the Secretary of Agriculture and was made upon direct recommendation on the part of Federal Grain Supervision. The controversies which arose over the grading of the 1928 barley crop and the southwestern wheat crop, together with other grade problems of prime importance, involved many fundamental principles concerning administration of the Grain Standards Act.

It was deemed wise by Federal Grain Supervision that some outside disinterested agency examine into principles of grain inspection with the view of determining wherein administrative policies concerning the carrying out of the provisions of the Grain Standards Act and administration of the standards thereunder might be improved, always bearing in mind that there is room for improvement whatever we may be doing.

The committee as you know has been at work since the middle of August. The committee is still at work. It has met with trade organizations, representatives of producers and with state officials and inspection departments throughout the country. It is now in the field concluding its contacts with grain trade and grain inspection interests. Its final report will be made to the Chief of the Bureau of Agricultural Economics. What its report will contain, I of course, do not know. I am authorized, however, to say to you that it is certain that no fundamental changes in the Federal grades for grain will be made by the Department without full opportunity for formal public hearing by all interests.

**P. B. Miles:** May I have a minute, Mr. President? I want to say that my brother and I came down to Peoria in the seventies and obtained employment with grain houses. We had been raised in an elevator. We had a better system of inspection in the seventies, we had a better, more satisfactory inspection in the seventies, for producer and for consumer, and the grain trade, than we have today. We had a better system of inspection before the Grain Standard Act was passed than we have today, more satisfactory for the producer, for the consumer, and for the grain trade generally.

You could buy corn or wheat or oats anywhere in the West, and nearly every car would grade.

Now, we have a technical, theoretical, radical inspection. It is a great thing for the consumer at home and abroad, but it is a hard thing for the producer. It is a hard thing for the grain trade and under this system of inspection, which started our socialistic problem in 1916. The farmers, the producers of the country, have lost untold millions of dollars.

Who started this great grain business in this country? Our fathers, and our grand fathers and our uncles and our great uncles, and it has been worked up and before the Grain Standard Act it was the best system the world ever knew, with the best system of grading, the best system for the producer and for the consumer, and I say that the grain trade of this country is better able to handle the grain trade in all its phases than any department of agriculture or any bureau that there is there, working on technicalities and theories and all these foolish things.

Now, how long are we going to stand for it? The problem of grain grading would, to a large extent, be eliminated if the grain trade of this country was turned back to the grain men of the country that built it up, and are now running it, and know more about it than anybody else.

They say down at Washington—I was before the Senatorial Committee—they told me down there, "Oh, these fellows down here are down on boards of trade, down on you speculators."

Why, that is nonsense. The Government ought to be in favor of anything that is as big as a board, or in fact, as the grain trade of the country, and I would like to see this:

This is the last time I ever expect to appear before the Grain Dealers National Association. I am reaching the point where it is pretty near time for me to cast an anchor to the windward; but I am interested in seeing a square deal all around. The grain trade, the grain men of the country, are as high a class of men, both in the boards of trade and in the country as any other class of men in this country, or in any country. I know a lot of them, having been here in the grain business for 54 years, and have seen it in all its phases. I would like to see this organization pass a resolution demanding that the Department of Agriculture get entirely out of the grain business in all its phases and keep the work of research and investigation for which it was started, and nobody contemplated their trying to run the grain business of the country.



**Milton Crowe:** I don't know of any questions I want to ask Mr. Besley, but I certainly think the association owes a vote of thanks and appreciation for Mr. Besley's appearing here, and from my point of view and from the point of view of a great many of the trade with whom I am pretty well in contact, I don't think there is any question in the minds of the vast majority of the trade today that it is absolutely essential that the nation is entitled to a national umpire, and I think that we all should be very appreciative of the accomplishments of Mr. Besley and the staff under him. I think we ought to give him a vote of thanks and appreciation.

**Mr. King:** I second the motion offered by the gentleman expressing our appreciation of the address of Mr. Besley.

I appreciate all that Mr. Miles said. I have been in the grain business a good many years myself under the old system. While there are many things in the present system that have not reached the point of perfection, yet I believe that we have made a step forward and as a grain dealer, I much prefer to ship grain and to act under the present system than I did in the systems that existed prior to the establishment of the bureau to get out standards. With all of its technicalities, and all of the things that enter into it, I think it seems fairly equitable.

Following the point that Mr. Besley made in reference to this investigation which has been going on for some time, in the nature of appeal, if we would bring before these people just the technical points that seem to be operating against the free movement of grain, and if Mr. Besley or his department could do that which would meet these irregularities, I believe that a great deal more satisfaction would result.

I hope that it won't be all investigation and all reports, but that out of it all will come something which will be of benefit to the handler and certainly react as a benefit to the producer and to the industry. I wish to second the motion.

The motion was carried unanimously to extend a vote of thanks to Mr. Besley.

**President MacDonald:** Next on the program is the report of the Committee on Uniform Grades by George C. Martin, Chairman, of St. Louis, Mo.

## REPORT OF CHAIRMAN OF UNIFORM GRADES COMMITTEE

Your committee has been confronted during the past year with several very important matters pertaining to grades.

You have no doubt read many articles on this subject



GEORGE C. MARTIN, JR.

as volumes have been written, many of them meritorious, in fact the year has been loaded down with big grading problems.

I shall only endeavor to touch the high spots.

Two big subjects hit us about the same time, one "scabby barley" and the other "sick wheat." First, with regard to "scabby barley," during the last of September a year ago the Government issued a restriction order making any barley that showed evidence of scab "Sample Grade", and as there were at that time large open contracts made by United States exporters with Europe, naturally they were up in the air and facing a possible heavy loss. Back in November, 1928, there was an article in one of the grain papers that gave the situation in full as it then existed. Matters became so acute that an invitation conference was arranged by the Bureau of Agricultural Economics, Department of Agriculture, for a meeting in Chicago on December 6.

Your association was invited to be represented and the chairman of your committee attended this meeting. This invitation was extended to fourteen exchanges as well as the association. Representatives from Chicago, Duluth, Milwaukee, Minneapolis, Omaha, St. Louis, Toledo and New York attended. It was the unanimous opinion of those who attended this meeting that the action of the Department in making a quick decision almost overnight was drastic and unwarranted and we could not agree with the position they took with regard to the grading of the so-called "scabby barley." While protests were made at this meeting at Chicago as to the classification of grade factors, the harm had already been done, but the Department evidenced some disposi-

tion to try to help the situation as we found it at that time. However, this scab, which is more or less prevalent in barley raised in most of the states, is still a bone of contention.

At the time of writing this report, we in the St. Louis market are having our troubles with regard to the grading of barley of this type: the situation certainly is not cleared up by any means, and I believe the association should continue to fight for a correction of this condition.

With reference to "sick wheat" and the matter of wheat grading, while the barley situation is bad enough, the wheat grading situation is also a big problem.

As I have previously stated, both of these matters came to a head where action seemed necessary at about the same time, for on December 4, a conference was held at Kansas City with representatives of the principal organizations interested in the merchandising of Hard Winter wheat of the Southwest and representatives of the United States Department of Agriculture for the purpose of arriving at a better understanding of matters pertaining to the inspection or grading of wheat. The grain interests had nine representatives from Boards of Trade, three from Kansas associations, one from the Southwest Millers League, a representative from the Kansas State Agricultural College and our own representative, Mr. George A. Aylsworth, seventeen different organizations being represented.

Out of this meeting a permanent committee known as the Contact Committee of the Southwest was formed, their purpose being to meet with the United States Department of Agriculture at such times as it was necessary in conference on problems pertaining to the matter of grain inspection. The opinion expressed at this meeting was that there was great variability in the interpretation of grading factors, especially as pertained to damage, and many corrections were necessary to bring about a better understanding with regard to uniformity of grading between the state departments and the Government department. Also severe complaint was made about inspection results through the Board of Review.



FROM THE S. W.: OTHO BEHYMER, EMPORIA; C. E. JONES, WICHITA, KAN.; J. B. GEIS, ARKANSAS CITY, ARK.; AND W. C. FULLER, HUTCHINSON, KAN.

One particular proposition was brought out, in fact presented to the committee by the Department of Agriculture, which would have for its purpose, under a new regulation in the case of interstate grain, a single certification of grade by a licensed inspector acting under the Federal law in lieu of several certifications by various licensed inspectors as now obtains, the sole purpose being to reduce to a minimum possible hazard surrounding inspection and grading of inter-market grain movements.

This is a big subject, and, as your representative reported, has many angles and certain legal questions involving state laws. However, the Department of Agriculture seems to feel that a method of this kind might be a solution to some of our troubles, although they want it understood they were not recommending such a regulation and stated they would not care to promulgate same without full endorsement of the organized grain industries. No action was definitely taken on this proposition, in fact it would need the endorsement of each organization represented before action would be considered by the Department of Agriculture. Personally, it would seem to me that under present conditions a regulation of this kind would not solve our difficulties.

On February 9 and 10, of this year, the committee represented at the previous Kansas City meeting was in session at Kansas City; the beginning of their report of procedure of this meeting is worth repeating. It reads as follows:

"During the past 18 months there have been innumerable complaints made to the Secretary of the United States Department of Agriculture on the grading of wheat moving from interior southwest points to the terminal markets. This question was aggravated in the fall of 1928 due to grain being damaged after harvest by excessive rains and the the development of certain forms of damage and odors which were the principal Government factors in the grading of this grain and to the entire lack of uniformity in grades assigned to wheat by inspectors at different inspection points, and more especially to the interpretation of the factors by the supervision officials under whose direction licensed inspectors worked. This

variation resulted in heavy losses to the growers and shippers of the southwest."

This statement covers the situation in a broad way. The consensus of opinion of those at the meeting was that the method of procedure under which the supervision department functioned was not conducive to good inspection.

Criticism was also brought against the Board of Review, particularly with reference to their interpretation of what constitutes damage in wheat, especially with regard to the so-called "sick-wheat." After various conferences at this meeting, a plan was proposed and agreed upon by all delegates present for submission to their various organizations for approval, hoping in this way to avoid the necessity of asking for legislation to amend the grain Standards Act. This regulation in substance states that where an appeal should be taken to the Secretary of Agriculture from the grade made by the State or recognized Board of Trade inspection department, appeal shall be made before the grain leaves the place where inspection appealed from was made and before the identity of the grain is lost, to a Board of Appeal consisting of the Federal supervisor and one or more licensed inspectors from the State or Board of Trade inspection departments designated by the Secretary to represent the interested parties, and located at a point where the inspection in dispute shall have been made, and the decision of the Board of Appeal shall supersede the certificate of grade for the grain involved and shall be the final grade of the grain at point of appeal, but the interested parties shall not



D. L. BOYER, SECRETARY, MISSOURI GRAIN DEALERS ASSOCIATION; ARTHUR KILZ; RAY GUTTING, KMOX GRAIN MARKET ANNOUNCER, ALL OF ST. LOUIS, MO.

be denied the right to be heard before the Secretary of Agriculture in Washington as provided by the Grain Standards Act. I believe this method has been tried out in Kansas City and I have been told that it was not particularly satisfactory.

Since this regulation has been suggested, there has been considerable discussion in the different markets on this subject, and at a meeting of the trade in St. Louis recently a proposition was suggested of a rotating Board of Review made up of the Federal supervisors of the different markets and being located at some central point for a period of two or three months to act as a Board of Review. The good feature of such a Board would be that it would bring together regularly the supervisors from different territories, thereby better familiarizing themselves with the types and getting a uniform conception of the determining factors of the different grades in the diversified territory now covered by Federal supervision and will also create closer co-ordination.

A questionnaire was sent out from Washington, D. C., on August 28, 1929, to the grain exchanges of the country. You are all, no doubt, familiar with this questionnaire. Preliminary hearings already have been held, your chairman having attended one at St. Louis recently, and hearings are now being held by the committee appointed by the Chief of the Federal Bureau of Agriculture. Most of the questions pertain to the grading of grain; there are also questions relative to sampling and the licensing of inspectors and samplers and also with regard to the Boards of Review. I have already touched on this last subject.

Your committee believes that this convention should take a definite stand on at least these two very important matters. First, correction of present methods of interpretation of grading factors, thereby bringing about an equitable grade and not a grade where the interpretation varies as at present. Second, a needed change in the method of Board of Review appeals or the method of handling such appeals, as the present system is very detrimental to the interests of the growers as well as the handlers of grain.

In closing, I wish to say that the members of the Uniform Grades Committee have given much time and thought to matters coming under their province in the last year and I want to thank them for the generous support.

Next came the drawing for attendance prizes. The following men were winners: W. H. Holliday, Davenport, Iowa; R. A. Kelly, Kansas City, Mo.; T. B. Armstrong, Kansas City, Mo.

**Mr. Wrigley:** In behalf of the membership of the



Peoria Board of Trade, we have been very glad and happy to serve you, and we hope that you have had a very enjoyable time and that some time you will come again. (Applause)

**President MacDonald:** I don't think I need to say again publicly—I think it speaks for itself—that we have all had a wonderful time. I am very truly grateful to our Peoria hosts and hostesses.

Next is the report of the Committee on Trade Rules, Mr. Mason, Chairman.

S. P. Mason, of Sioux City, Iowa, Trade Rules Committee chairman, called attention to the fact that local rules on different exchanges still had variations—but that these discrepancies could be straightened out by mutual effort. The following discussion was brought out by the remarks and suggestions of the trade rules chairman made at this point in the convention.

**President MacDonald:** Do I understand that you make one recommendation, that the Special Committee to secure uniformity be continued? Would you like to move that a special committee be continued?

**Mr. Mason:** Yes. I understood that there was a committee last year to endeavor to secure by correspondence uniformity between markets.

**Mr. Green:** If Mr. Mason wishes to make that as a motion, I wish to second it. I would second that motion with the suggestion that if possible in the next convention that the committee give an opportunity for this subject to be brought up the first or second day, because they are vital to all of us, and we ought not to have a little handful of people here to pass on anything as important as that.

**President MacDonald:** Moved and seconded that a



E. E. STALKER, ST. LOUIS, MO.; C. G. ROBINSON, MEMPHIS, TENN.; M. KING, SIOUX CITY, IOWA

Special Committee of three be appointed by the President to function in the effort to secure uniformity on trade rules between markets and the association. Any discussion?

**Mr. Mason:** Before they put the question, briefly, I would say that I am stating the position of the association that this committee would not function in the endeavor to make all of the markets conform with our rules, but we would like to have the committee work to the end that if our rules are wrong, they show us where they are wrong or could be bettered by uniformly with theirs. The thing is to secure uniformity.

**Mr. Green:** I suggest that the chairman of our Rules Committee be a member of that committee, if possible. He is more familiar with this situation.

**President MacDonald:** Moved and seconded that a committee of three, one of which shall be the Chairman of the Trade Rules Committee, appointed by the President, which shall function during the year between exchanges in an effort to secure uniformity. (Motion carried.)

I think the suggestion made by Mr. Green is a good one, that we should not let discussion of trade rules drift to the last session. We have had excellent attendance the first two sessions, and at the start today. That suggestion, being in the records, will probably be carried out by the secretary in carrying out and framing up the lineup for next year.

**Secretary Quinn:** The reason why the trade rules came up at this session at this convention, so late in the last session, was because my understanding from Mr. Mason was that he didn't have anything of real importance to present to the convention this year. In addition to that, we had such problems as changing the name of the association to include the word "Feed," and we had so many other vital things that did consume the first two sessions—not having afternoon sessions any more—made it imperative this time that I put it at the bottom of the last session. I did it because Mr. Mason said he didn't have anything important to present this year. (Applause.)

**President MacDonald:** Then called for the report of the Auditing Committee, which was presented by Mr. Reimann, the Chairman. Mr. Reimann moved the adoption of the report.

**President MacDonald:** It has been moved and seconded that the report of the Auditing Committee be accepted, with the understanding that if this is

adopted, it carries with it the acceptance of the treasurer's report. (The motion was carried.)

Report of the Special Committee to bring in recommendations, if any, based on the annual report of the President and Secretary, Mr. Booth.

**Mr. George E. Booth:** Mr. President and members of the convention: Our secretary in his annual report has called attention to a conflict in the rules relating to admission to membership. Sections four and six of Article II of the by-laws duplicate or contradict each other. Your Special Committee recommends that in Section four the words, "to investigate all objections filed by members"—that is, the section that has to do with the Membership Committee—be eliminated, which would establish the work of each committee separately, and do away with the conflict or duplication which now exists.

**Mr. Green:** That is taken care of by the Rejected Application Committee.

George Booth, of Chicago, chairman of the Rejected Applications Committee, submitted a brief report which contained a verbatim quotation of the text of the Rejected Application Rule. He then started discussion of it by stating:

In other words, that rule stands all right, and the first one would read, "The Membership Committee shall consist of three members. It shall be the duty of this committee to pass upon all applications." "To investigate all objections filed by members" shall be eliminated. (Seconded by Mr. Green.) (The motion was unanimously carried.)

**Mr. Booth:** Our President, in his annual report, has recommended that the question of increased dues for membership in the association be discussed briefly at this time, with the idea in mind, if it is of the opinion of those present at this meeting, that our dues should be raised to \$25, that they so record themselves, with the definite vote that this increase be ratified or rejected by the 1930 convention.



NASHVILLE AND PEORIA MEET ON THE FIRST TEE: FRANK GILLETTE AND W. S. MILES  
W. S. Miles (right) won convention golf tourney with low gross of 81; Mr. Gillette won third prize

In this connection, the President has made an appeal to the larger concerns with numerous branches to help the association and recognize its usefulness and benefits by taking out memberships for their branch offices, which can be done for the nominal cost of \$10 for each such branch. (This is quoting largely the President's report.)

Your Special Committee, therefore, recommends that a discussion come now on an increase in the dues to \$25, and that a vote be taken with the provision that if an affirmative vote is cast, the action to be subject to ratification or rejection by the convention of 1930. The committee takes this action in order to get the question before the association. There has been a lot of talk and recommendation by the President, and there is a year for the membership to (if the vote should be affirmative here) mull it over and check over the possibilities in it. I am talking about the first part of the motion; there certainly can be no objection to the latter part, that the companies that have branch offices should take out branch memberships. It would be a perfectly logical thing for them to do. I so move, Mr. President.

**Mr. Green:** I second that motion, Mr. President, although I think it is very unfair to our membership to attempt to put through such legislation when we only have a small number of members present here. That is another question that I think ought to be brought up at a time when we have a good session of the membership present.

I personally favor it, but I don't know whether it is a wise thing for us to do or not.

**President MacDonald:** It is moved and seconded that the dues of this Association be raised to \$25, which vote, if carried, would not become effective until the 1930 convention, and then only subject to ratification by the 1930 convention.

**Mr. Manning:** Could those that desire to do so, file their vote with the secretary by mail?

**Mr. Sturtevant:** I get Mr. Minnings idea, but such a vote would not be in accord with our constitutional provision. It takes an expression of two-thirds to influence the next convention. I doubt if such vote should be considered constitutional.

**President MacDonald:** The same matter was raised on Monday in reference to changing of the name. There is no authority for it.

**Mr. Green:** It seems to me it wouldn't do any harm if we take an action expressing our own thought. It will put the matter before the convention definitely the next time we meet. Our constitution would not permit us to make any changes by mail. It has to be done in convention, and someone might bring up a recommendation that it be acted upon at that time, and they can reject it then or accept it, as they choose.

The motion to raise the dues, to become effective after the 1930 convention, if ratified by that convention, was carried. . . (Carried by a two-thirds vote.)

**Mr. Booth:** Your Special Committee recommends to the association that the association be alert to having the members of our directorate and our officers well represent all interests of the membership. Country grain dealers, feed dealers and terminal market dealers, in order that our association may best serve the interests of all branches of the trade and truly represent the entire membership. That is simply a recommendation. There is no criticism in this at all.

**President MacDonald:** I understand that there is no motion made; simply a recommendation that you want to read into the records.

**Mr. Booth:** Yes, just a recommendation.

Following up the suggestions made in the address of Mr. Harris this morning, your Special Committee recommends that our directors and officers take any necessary action to prepare the association for inquiries which may come from the Federal Farm Board, and to protect our individual rights of the grain trade as provided for in the Farm Relief legislation.

**Mr. Green:** You just want that read into the record also?

**Mr. Booth:** Yes. It is simply to put in membership on record. I think as a matter of fact, our directors are fully alive to this situation. It has been discussed here, but that we are representing the members of the association at large now, and we are recommending to our directors and officers that this be done.

There is another rules proposition here which was



ON TENTH TEE: R. G. WILLIAMS, PEORIA; WM. TUCKER, MINONKA, ILL.; R. T. AND B. L. SMITH, MINNEAPOLIS

handed to me, to amend Arbitration Rules, Article six, Section five, by adding, "Providing, however, that all cases involving feed shall be handled by the feed arbitration committee."

That is, I understand, necessary because of taking in the feed distributors. I make that as a motion.

**Mr. Green:** I second that motion.

**Mr. Sturtevant:** A committee of three was authorized yesterday to revise the Arbitration, Trade Rules and Constitution and By-Laws to co-ordinate them along the lines of the new name. I have no objection to this motion; in fact, I would vote for it, but I call your attention and that of the convention to the fact that that is a part of the duties of that committee. As I understand the duties of that committee they are to reconcile everything where grain and feed are not synonymous.

**Mr. Mason:** That is only in the Rules Committee. If that is carried into effect, what happens to a car of grain and corn in which twenty sacks of mill feed are placed in the car? Does that automatically have to go to the feed arbitration in case of a dispute? In other words, there are now a great many mixed cars of grain and feed.

**President MacDonald:** I shouldn't think so, but if the point raised by Mr. Sturtevant is liked by the membership, I suggest that somebody move to lay this on the table.



**Mr. Sturtevant:** In answering Mr. Mason, that would be governed by Rule 22. (He read it.)

In other words, in a case of mixed car load, the grain rules cover.

**Mr. Mason:** The suggestion to put in a rule covering that would be a conflict.

**President MacDonald:** I think in view of the fact that the Special Committee has been appointed to go over and iron these things out, this might be postponed or laid on the table.

(It was voted, on motion by Mr. Green, duly seconded by Mr. Sturtevant, that the matter under discussion be laid upon the table.)

**Mr. Sturtevant:** I dislike to speak so much, but I have been called upon to do so again, with your permission. It gives me great pleasure to say a few words at this time to commend and honor the work of President MacDonald during the past year. As a past-president of this organization, I can fully appreciate all that he has done for the association, all of the sacrifices which he has made, in giving of his time and effort to the work of this association. I am particularly struck with his unselfish work.

Now, it becomes my pleasure and privilege to present to you, upon behalf of the association, this slight testimonial of our affection and esteem. We wish you all the luck in the world! (Applause.)

**President MacDonald:** I do not need to look at this to thank you. You shouldn't thank me. I have had some of the best fun I ever had working for this association and you shouldn't think I am so patriotic or unselfish. I may be just lazy. (Presentation of buffet silver service.)

What I was saying isn't as carefully prepared as these things I usually say, but I have had a wonderful time in this work, and the fact that I am not going to be president next year does not make my interest one whit less in the association, necessarily, and I will have no less interest in the ac-



HAROLD L. GRAY

tivity of the incoming president, whoever he may be.

I thank you very, very much for this visible expression, this tangible expression, if any were needed. I think none is needed; everybody has been very, very sweet, and I thank you all.

**Mr. Sturtevant:** Put it together.

**President MacDonald:** I am much more interested in the thought than in the actual gift. (Placing the bowl upon its base.) There are no candles. (Laughter.)

**Mr. Sturtevant:** Scotchman—still Scotch! (Laughter.)

\* \* \*

President-elect Dow closed the convention with the following salutatory, after the report of the Nominating Committee had been adopted unanimously.

"Gentlemen, I thank you. I very much appreciate being elected your president for the coming year. I know it will be a hard job following the footsteps of our good friend Alex MacDonald. I realize that we have a lot of hard work ahead of us, and I pledge that to the very best of my ability I will serve all of the various interests of our Association. I hope I will have your loyal support.

\* \* \*

(A formal statement of the resolutions adopted, changes in directorate, and other routine matters primarily of interest only to association members, are contained in the official reprint of this report enlarged and prepared for mailing to members of the association by the AMERICAN ELEVATOR AND GRAIN TRADE.)

## ENTERTAINMENT

One of the highlights of the grain dealers' convention entertainment was the men's stag, held on Tuesday afternoon at the Palace Gardens, approximately five miles northwest from the city limits of Peoria.

Immediately following the adjournment of the convention session, cars, driven mainly by local Board of Trade members and those who had motored to Peoria, were marshalled at the main entrance of the Pere Marquette and carried the guests to the Palace Gardens.

Here a very good luncheon was served while some excellent entertainment of singing and dancing, featuring popular melodies of the day, was going on. The program, sponsored by a committee of Peoria members with Bernard E. Wrigley as chairman, proved a great success. Ted Branson, and his red-coated colleagues from the Salina (Kan.) Board of Trade were the royal entertainers who put punch in the program.

Winners of the annual golf tournament won in 1928 by W. Howard Mitchell, of Boston, who did not compete this year, were announced at this time. The victors' award, a handsome trophy given by the Boston Grain and Flour Exchange at the last convention, is still unclaimed as no one has won two tournaments as yet. It is stipulated that the tournament must be won twice in order to make the victor eligible for the award.

W. S. Miles, of Peoria, chairman of the golf committee, turned in the low gross score of 81. Second in low gross came E. B. Evans of Decatur, Ill., whose total was only one behind Mr. Miles' 82. Third came



PEORIA COUNTRY CLUB WHERE DEALERS' WIVES WERE ENTERTAINED; ALSO HEADQUARTERS FOR THE MEN'S GOLF TOURNEY

Frank E. Gillette of Nashville, Tenn., with an 86.

Low net went to H. R. ("Home Run") DeVore of Toledo, Ohio, who scored a 65. J. A. Linderholm of Omaha, Neb., followed with a 67, with L. E. Marshall of Lansing, Mich., next in line with a 69.

The fewest number of putts were taken by R. T. Smith of Minneapolis, Minn., 28. The greatest number was J. A. Goulas, also of Minneapolis, 48.

The left-handed distinction of having taken more pokes at the ball than anyone else went to three members who tied for the booby prize with a high gross of 119. (They are: E. E. Davis of Cessina Park, Ill.; C. S. Kehny of Hammond, Ind.; and Lew Hill of Indianapolis. They were each awarded a golf ball—and told to go out and practice.)

The guests, at the conclusion of the stag, were in-



L. P. AND L. F. LITTLE, OWENSBORO, KY.

vited to return after the convention banquet scheduled for Tuesday evening as the Palace Gardens remain open until the "wee small hours," and many declared they would.

\* \* \*

Elaborate preparations had been made to entertain the feminine contingent of the visitors. A scenic drive around the lake and river bluffs of Peoria was provided on Monday. Following this motor tour, the ladies were entertained at luncheon and bridge. The combination of Indian summer weather and the wonderful setting represented by the Peoria Country Club, made this event a great success. A theatre party was given at a matinee performance on Tuesday.

\* \* \*

The President's Ball, held on the opening night of the convention, put the entertainment activities off to a good start. Dealers unaccompanied by ladies were provided for, and a long evening of music and dancing was enjoyed by around 400 people.

## Peoria Notes

**Aviation Note:** Henry ("Lindbergh") Lichtig, big kafir man from Kansas City, is completing a course in how to be an aviator. He gets a pilot's license after a few more lessons. His journey to the Peoria convention was by rail.

\* \* \*

One lonely feed grinder and a scale were the only attempts at machinery display in the convention hall foyer. The Anglo American Mill Company of Owensboro, Ky., however, had an interesting and well attended exhibit adjacent to the convention hotel. It was a portable display of the compact and efficient molasses feed equipment of this company. L. F. and L. P. Little were in charge.

\* \* \*

Fred Horner was one of the several ex-presidents in attendance, and Mrs. Horner was among the ladies who made the trip from Chicago.

\* \* \*

The total registration was between 660 and 700. However, on account of the \$5 registration fee, there were over a hundred who did not register formally. A great number of banquet tickets were sold in addition to the banquet fees collected in the registration money. Incidentally, the \$5 registration ticket considering the vast amount of entertainment it provided, was a genuine bargain.

\* \* \*

The following cross-section of the registration list gives an idea of the geographical distribution of the delegates. Names taken at random from the alphabetical list are: H. Ashburn, Houston, Texas; E. B. Adams, Early & Daniel Company, Hagerstown, Ind.;



J. S. GREEN

W. F. Andrews, Lamson Bros. & Co., Peoria; Jack Brennan, John E. Brennan & Co., George Booth (Lamson), Chicago; A. H. Beardsley, of the firm bearing his name in St. Louis; J. H. Bowne, of New York City; W. M. Christie, J. H. Dole & Co., Chicago; H. M. Dewey, of Camp Grove, Ill.; Gordon Hannah, Doern-Scaritt-Hannah, Chicago; C. R. Phillips, Cleveland (Ohio) Grain Company; K. B. Pierce, James E. Bennett & Co., Chicago; C. B. Rader, secretary of Merchants Exchange, St. Louis, Mo.; H. A. Rumsey, Chicago; D. J. Schuh, Cincinnati, Ohio.

\* \* \*

Frank Manchester, secretary of the Omaha Grain Exchange, was among the first to arrive.

\* \* \*

W. A. Webb, of Leroy, Ill., was among the country shippers in attendance, representing the class of shippers that furnish "bread and butter" for the larger firms in the terminal markets.

\* \* \*

The election of Bert Dow, Iowa dealer as president, is in line with the current policy of the association to alternate big terminal men with dealers from smaller centers in the chief executive office.

\* \* \*

Not only by formal resolution, but by sincere personal messages, members of the national association attending the Peoria convention, extended thanks to the Peoria hosts upon adjournment. Behind every successful convention, there is a vast amount of good, hard, old-fashioned work, and Messrs. Sands, Wrigley, Miles, Mueller, Dewey and all their associates have the satisfaction of knowing that their work was fully appreciated.

\* \* \*

A. S. MacDonald, retiring president, has been an unusually efficient president, and he took home to Boston an unusual "token" of appreciation from the members. The token was a four-piece buffet silver service, including candelabras.



## LADD HEADS WEIGHMASTERS

M. H. Ladd, of Milwaukee, Wis., was elected president of the Terminal Grain Weighmasters National Association, at the annual meeting of that organization held at Peoria immediately before the G. D. N. A. convention. H. A. Juneau, of Superior, Wis., was named vice-president, and H. R. Clark, of Omaha, was continued as secretary.

P. P. Quist's absence at the convention was a matter of special regret and a letter from Mr. Quist to Mr. Ladd was read at the convention. It follows:

My Dear Mr. Ladd:

I am very much disappointed in not being able to be with you at Peoria on October 13 as these annual meetings have always been holidays to me. To be relieved from responsibility, even for a few days, is a recreation, to say nothing of the pleasure of meeting men engaged in the same kind of work and exchange ideas in regard to our service to the grain trade. The object of these annual gatherings has been to establish rules and regulations for the handling and weighing of grain at the terminal markets, and much constructive work has been brought about during the eleven years this organization has been in existence.

As a result, the leading markets are today handling grain on very close weight. Owing to the fact that the flour mills in Minneapolis receive wheat from nearly all the terminal markets, we have a chance to check their weight, and consequently are in position to pass judgment as to their accuracy, and it is interesting to note the close weight obtained from the markets that operate under the rules and regulations as outlined by the Weighmasters organization. The grain trade recognizes and appreciates the improvements in the service that has been made in late years, and it should be our aim to induce some of the markets that are now on the outside to come into the "fold." With greetings to all members and friends, I am

Sincerely yours,

P. P. Quist.

Two addresses of special value featured the weighmasters' meeting. J. A. Schmitz, of Chicago, presented the following:

## ADDRESS OF J. A. SCHMITZ

At the last Annual Convention of the National Scalemen's Association, a resolution was adopted that in substance endorsed a plan to formulate specifications for railroad track scales other than those covered by the Bureau of Standards Circular No. 83 which are the specifications approved by the Interstate Commerce Commission in connection with case No. 9009 and, which also have been approved by the Carrier's Association who were largely responsible for their compilation. For some time now there has been agitation for less stringent specifications for railroad track scales and the resolution referred to above was inspired by the belief of many persons that, unless there be approved a less expensive type of railroad track scale, an injustice would be done to many scale owners who are confronted with the task of replacing old track scales with new ones. The cost of the "standard specification scale", it is claimed, is more than they can afford. The principal reasons given in support of this view are: (1) That the amount of weighing done over some of the track scales of small industries does not justify the expense incident to the installation of so high a type of weighing machine specified in circular No. 83 and, (2), that scales constructed in accordance with such specifications were out of proportion to the needs of a considerable number of weighing points. The resolution did not recommend a change in the present specifications but instead suggest that specifications for scales of lesser capacity be promulgated. The resolution directed the Executive Committee to circularize those interested so that a general discussion of the subject be brought about. As a result of this committee's activities a number of meetings were held and specifications for a 90-ton capacity scale were tentatively agreed upon. This new type of scale is to be known as a "light industry railroad track scale". It is to have a sectional capacity of 50 tons and its length is restricted to 46 feet. A cursory examination of the tentative specifications at hand reveals a number of economies, for aside from an appreciable saving in the cost of the scale itself, because of its reduction in capacity and the elimination of the more exacting requirements of manufacture, there is a decided reduction in the cost of the structural steel and the foundation and pit. Among the arguments brought forward in favor of the proposed new scale we have the following: It has been repeatedly stated that the high cost of Circular No. 83 scales has precluded replacements and that rather than spend so large a sum for a new scale, owners are keeping old scales in service by repairing them even though much of the money so spent is an economic loss. It is further claimed that such repaired scales are often on the borderline of being rejected and that therefore there is a constant hazard of these scales going out of tolerance. There can be no doubt that some of the arguments for a less expensive scale have merit and many of you will agree that a 50-ton sectional capacity scale, properly installed, would be an improvement over some of the old scales now in service.

Now in regard to the specifications of Circular No. 83. When these specifications were brought out, scales constructed in accordance therewith were considered ideal, at least so far as the sub-committee on grain weighing was concerned. In these specifications provisions were made to correct most of the evils then present in track scales. There was also the thought in the minds of the compilers that the specifications should be ample enough to take care of the larger equipment that it was reasonable to suppose would be built in the near future, for unless provisions were made to meet the constantly increasing gross loads of railroad cars, the specifications would soon become obsolete and we would have a repetition of the conditions that then existed. Various committees, state, national, industrial and railroad, held many conferences at which the track scale specifications were discussed but finally the specifications of Circular No. 83 were approved and adopted by all concerned. As you know, all conferences are more or less compromises and the product of a conference is generally a combination of the ideas of all who take part. Then too, specifications must of necessity be general, and of course uniform, but conditions under which the scales so specified are used often vary and therefore we have cases where scales built in accordance with the prescribed specifications exceed or fall short of the particular needs of the different users. While in one case the value

and volume of the product does justify a high standard of scale, in other cases, where the amount of weighing to be done is small, or where the value of the product is low, the cost of a high quality scale would seemingly be excessive. In cases like the latter we sometimes have the additional fact that the average load to be weighed is also small. Now the proposed "new scale" as outlined in the tentative specifications offered at this time is a far better scale than was the average scale in use when the Circular No. 83 specifications were promulgated. At this time we were confronted with many poorly designed, low capacity scales (some of them only 30 tons per section) resting on poorly constructed foundations, built in a haphazard manner and entirely lacking in most of the refinements provided for in present day specifications. The most inefficient and obsolete of these scales have been eliminated in the last decade. However, there are still in use too many scales that, to say the least, are a source of danger to accurate weighing. Should the proposed new scale receive approval for use at these points where gross loads are comparatively light and where the volume of weighing is small, I have no doubt that many obsolete, inefficient, railroad track scales would be replaced with new scales. It is my understanding that the largest demand for this light industrial railroad track scale comes from the cotton interests in the south and southwest. However, there are track scales used for weighing grain, the sectional capacity of which is considerably lower than that specified for the "new scale", hence replacement of these scales would be an improvement in the grain weighing equipment. By this I do not mean that the grain trade should advocate for grain weighing the installation of a scale of smaller sectional capacity, equipped for a far lighter weigh bridge. The 60 ton per section Circular No. 83 scale has proved entirely satisfactory.

C. A. Briggs, livestock weight supervisor in the United States Department of Agriculture, delivered the following message:

## MODERNIZING THE WEIGHMASTER'S JOB

It is now approaching 20 years since first I made contact with the weights-and-measures field, 20 years during which human progress has made gigantic



M. H. LADD, MILWAUKEE; J. A. SCHMITZ, CHICAGO; AND H. A. JUNEAU, SUPERIOR

strides forward, far beyond anything in all previous history. The character of modern business is changing swiftly. A large part of our population is now engaged in important work which was not even thought of a few years ago.

Weighing was one of the earliest activities of man after he became civilized. As soon as he learned to read and write and use arithmetic, he started to make scales and use them in commerce, and the profession of the weighmaster sprang up. Weighmasters appear to be members of a most ancient profession.

In considering the subjects which seemed appropriate for addressing the Terminal Grain Weighmasters National Association, it occurred to me that it would be interesting to consider the work of the weighmaster in reference to the general progress which has been made in other lines, and if possible determine what there is in the very old profession of the weighmaster that may be further developed in line with our new progress.

## Size and Speed Mark Modern Life

We will approach the subject by picking out some of the characteristic features of human endeavor which mark our modern progress, and then consider them in reference to your work. The first outstanding feature of present-day things is probably size. Nearly everything is larger and carried out on a bigger scale today than ever before. They continue to grow bigger and bigger before our eyes. Our engines, our trains, our buildings, our organizations, and all of the effects of human accomplishment in the mass are growing larger and larger. A motor truck on the highway can carry almost as much as the freight car of a few years ago when the automobile did not exist. Our ships, our factories, our elevators are enormous compared with those of a few years past.

The second characteristic is speed. Vehicles on our highways make 45 miles per hour, and 60 miles per hour is readily reached. A racing airplane moves through the air 360 miles per hour or 520 feet a second, which is almost the speed of a pistol bullet. Through larger and faster machines and devices, the mechanical operations of today have been tre-

mendously quickened. A tomato is received at a factory and 20 minutes later is loaded in a freight car as a can of soup.

## Definite Knowledge Governs Today

Another thing which appears to be characteristic of these extraordinary times is confusion. This interesting aspect however, is entirely misleading. In the detailed activities of present-day life there is more clear-cut and definite knowledge than ever in the past. Today when a modern store is opened on a certain street it is not because a tradesman got the notion that his business would succeed at that address, but because success was mathematically forecast. The number of persons on foot, in street cars and automobiles, passing each hour were carefully counted and classified. The figures were then put through a computing machine, and the result indicated the success of the contemplated enterprise before it was started.

Size, speed, apparent confusion, are but a part of the aspects of things which characterize the present. In order to keep this paper within reasonable bounds, only brief mention must be made of the other important features, such as mass production, standardization, uniformity in product, accuracy in construction, interchangeability of parts and devices, efficiency and economy but not cheapness. All of these have been largely the results of applied science, engineering, the exchange of ideas through quick and easy communication, willingness to entertain new ideas, organization and cooperation.

Many paradoxical conditions appear. The greater the output per man, the greater is the percentage of people engaged in auxiliary activities, in the offices, in accounting and things which are covered by the term "overhead." A visit to a modern manufacturing plant shows a large amount of time, attention and consideration given to keeping track of costs in the most detailed manner. The actual manufacturing of a certain sized metal part may appear almost as an incidental by-product of all the accounting systems, factory records, routine and preliminaries. Nevertheless, it is in such a place that you can get machine parts possessing high accuracy and interchangeability produced the cheapest and in enormous amounts.

## Instruments Replace Individual Judgment

Old-time methods are changed by substituting for the judgment of skilled artisans the indications of instruments. The tempering of steel no longer depends upon the methods of the old-time blacksmith whose experience and eye determined the temperatures at which steel was hardened and tempered, but special forms of high temperature thermometers known as pyrometers are used. Many of these not only indicate the temperatures but make a record of them. As a consequence, the erratic results which were experienced in industry respecting the qualities of steels have been largely eliminated. The failure of a machine part may be traced back to a pyrometer chart automatically made a year before, which shows by an ink-traced line an irregularity in the treatment of the steel.

Just a few years ago we were informed that whatever advances were made in other lines, machines would never replace the work of the human glass blower. Recently the speaker stood before a great revolving tower that with relentless persistence helped itself from a great tank of molten glass and blew the bulbs for our modern electric lights. These were produced in such quantity that this one machine furnished a very large per cent of the bulbs being used in the United States at that date.

In passing along the street one can sometimes observe telephone cable workers melting and heating paraffin. This is poured over the joints to drive out moisture which if not removed is detrimental and may cause the break-down of an expensive cable. This process is called "boiling out." If the paraffin is not hot enough it does not drive off the moisture; if it is too hot it will damage the cable material by charring it, or cause damage to life and property by fire starting from a flash of the vapors given off, or by explosions from water accidentally getting into the hot wax. The old method in long use for determining the proper temperature of hot paraffin was to spit in it. Nowadays, you will see that a thermometer is used, and the paraffin is applied only when it is between two definitely established temperatures.

These illustrations of thousands available show some of the details of the present age where mechanical devices and definite information are being introduced in place of old time rule-of-thumb methods.

What among the characteristics of progress mentioned in the foregoing apply to the work of the weighmaster? No doubt you weighmasters can pick out several lines where your work can be further modernized. However, I may promote discussion by mentioning points which occur to me as a result of viewing the situation from where I stand.

The weighmaster is concerned with the accuracy and reliability of the weighing devices, and the manner of their use to insure a maximum of practicable precision and reliability in the weights obtained. His duties in some cases also include the responsibility for the custodianship of the commodity warehoused under his certificates.

The size of scales and weighing devices, and the rapid handling of materials being weighed, as in delivering grain to the elevators, in storing it, and in loading it out of elevators, lie somewhat in the field of the engineer. However, the weighmaster must be alert and in contact with such developments to insure that nothing is done which will impair the accuracy of the weights.

## Present Results Lack Uniformity

There appears to be an opportunity to make further advances in the technical phases of the work of the weighmaster. More uniformity is needed. This can be realized by introducing further standardization in equipment and methods. Important progress has already been made. We know that no scale or weight can be made absolutely accurate, but the errors can be reduced to negligible amounts. The maximum allowable small errors which are permitted by law or other regulations are called tolerances. When a scale or weight has been adjusted to have errors within the tolerances, it is, for practical purposes, an accurate scale.

## Weights Can Be Tested Rapidly and Accurately

Let us consider the subject of weights. Each weight used by the weighmaster's department should be properly standardized by comparison with a standard of high order. The standard in turn should be standardized by another weight of yet higher grade; and so on until the history of the standard leads back to the master weights at the Bureau of Standards. Each weight should have an identity, and, as it were, a pedigree, and a record or history of it should exist.

In my personal experience I have found no difficulty in arranging for the testing of weights so that a large



number of them can be tested with speed and precision in such a manner as not only to show that each weight was tested, but to indicate the precision and constancy of the weighing device. Six years ago with a simple arrangement a large number of 50-pound weights were tested and passed, on a tolerance of 10 grains. Today it is possible to go back, if desired, and determine from the record what the exact error was for each weight, and to determine the uncertainties of the weighing apparatus. This work was carried out so rapidly, including the recording, that with one man reading the beam and recording, two men were kept so busy delivering the weights to the scale that they required rest periods.

To modernize the weight-standardization work, a systematic, simple, yet scientific, method should be adopted for the testing so that any one referring to the records would obtain a clear idea of how and when every weight was tested, and from the record also determine how reliable the testing apparatus was.

#### Smaller Tolerances Not Needed

I have yet to see any reason for adopting smaller tolerances either for weights or for scales, as a high degree of accuracy is represented by the relatively small tolerances adopted for use in the grain industry, but there does appear to be a need for developing a system for living up to the tolerances. Tests of scales and weights sometimes show inaccuracies greater than the tolerances which are supposed to be in effect. Part of this difficulty arises from the fact that those in the work participate in meetings and vote for regulations they may have no clear intention and no authority to enforce, or which are impracticable without a modernization of the work.

There is a need for developing standard methods for the testing of scales. Tolerances are already provided, but something more is needed. This cannot be disposed of arbitrarily. The requirements for thoroughgoing methods must be worked out from basic ideas.

There is a need to establish tolerances for the so-called sealing beams or scales used in testing the weights; however, no great difficulty should be experienced once there is a clear-cut understanding of the problem.

With the development of standard methods and record forms it should be possible to bring conditions

The line of weights continues on into the weighing scale. Here they are automatically loaded onto and off the balance and the results are mechanically entered on the cards, giving the correction to the nearest grain. When a weight is in error more than a certain amount of tolerance, it is automatically diverted to a special group. The weights passing the test receive the impress of a lead seal which reforms any old seal and gives the date of the test and all information found desirable.

The weights which do not pass are allowed to accumulate until a sufficient number are present. They are then standardized by the same testing machine. A different switch is thrown and the weights are again sent through the device. This time the seals are removed, the weights opened, adjusting material is added, the weight closed, and the completed and standardized weight issues from the mechanical arrangement without any manual work being required. Meanwhile, we are shown apparatus which by electrical and mechanical means keeps a record of everything which goes on. When the standardization is complete, the pressing of a button will cause each card to be returned in order to its storage space.

Meanwhile, a summary of the results of the test is automatically recorded on another card. Moreover, at any future date by placing the summary card in a machine small perforations which have been put in the card will cause the individual card records to be selected from the main file.

The man in charge of the laboratory, or whatever they will call the plant at that time, will explain that the 500 50-pound weights can easily be standardized in three hours, and that when necessary he can handle 10 10,000-pound weights at the same time in the adjoining room.

On examining the automatic equipment for testing the weights and making a record of what occurs, we will find the machinery easy to understand, and complicated only to the extent that, like an adding machine, there are repetitions of simple mechanical elements suitably combined.

#### Uniformity and Standard Methods Needed

Returning now to the more immediate present, further modernization of the work of the weighmaster calls for the same efforts required in other lines of endeavor. Standardize, organize, be not only willing to entertain some new ideas but think up a few on your own account; and cooperate with those in any field of progressive endeavor who may come in contact with you and your work. This should bring the reliability of weighing to such a point that attention can be effectively directed to those other things which cause variations in weight of grain in transit.

In closing, let me express my pleasure in renewing contact with those engaged in the difficult and important task of weighing and accounting for the grain received at our great terminal markets.

### CHIEF INSPECTORS ELECT CLARK HEAD

Lee Irving, of Louisville, Ky., was succeeded as president of the Chief Grain Inspectors National Association by H. R. Clark, of Omaha, Neb., when that organization held its annual meeting in Peoria, Ill., during the third week in October.

J. H. Frazier, of Philadelphia, Pa., was elected to serve as vice-president, and Paul Larson, inspection chief of the Sioux City (Iowa) Grain Exchange, was re-elected secretary. Directors for the ensuing year include Messrs. Larkin, Holder, Breed, and Irving.

S. P. Mason, of Sioux City, elected vice-president of the Grain and Feed Dealers National Association, addressed the inspectors as follows:

It is with feelings brimming over with gratitude that I appear before you today. Public talks are hard for me, and harder for my audience, but when I am asked to tell a gathering of chief inspectors something, tears of joy come to my eyes, as the last 25 years it has been my pleasure to be in the grain business, the chief inspectors have always told me something and my contribution has been a meek "Yes sir, we will reload it."

I have learned that on a reinspection "in" weevils are bran bugs and on out-loading, bran bugs are weevils. When I call an appeal, dockage is foreign material, and on my loading, foreign material is dockage. I am like the husband in the story:

Hubby: "It seems to me, dear, that there is something wrong with this soup."

Wifey: "You're always complaining, but this time you're wrong. The cook book says it is perfectly delicious."

I note on your program, this little talk is to be delivered by the vice-president of the Grain Dealers National Association. While I have the honor to hold that office, I may not speak officially for the association as the problems I will bring before you are simply my personal reactions on current business and in no sense official.

Your secretary advised me that no subject would be assigned, no set speech or oratory expected, but a heart to heart talk on your problems would be mutually beneficial.

With this understanding I venture to call attention to a few items which are at least debatable.

#### About Scabby Barley

First: It has always been questionable in my mind whether Government-standardized grades were beneficial on barley, but waiving this as a fact accomplished, it is certainly inexcusable to use the word "scabby" in defining a condition or grade. It is my opinion that it is unfair to the producer, the seller and the consumer.

In and of itself it carries an unfair prejudice. The remedy is simple; no one in the grain trade expects the same price for inferior barley, but where a condition is unavoidable, it should not be labeled with a name that damns it before selling or buying. In any other grains "damaged grain" is sufficient to convey the information and it should be in barley.

Second: For years I have objected to the grade of No. 4 White Oats including musty oats. While as an inspection proposition, the grade of No. 4 White Oats covers a multitude of sins, as a commercial proposition, certainly musty oats should be "Sample grade oats."

The increasing barley content naturally grown in oats and the feeding value of oats containing 15 to 20 per cent barley, is occasioning more and more the sale of No. 4 White Oats as a commercial grade.

The answer is obvious; a buyer reasonably expects

No. 4 Whites to conform to a certain feeding standard in which musty oats are not permissible. It is not necessary to call to your attention that no other grain permits musty grain in a four grade and the nature of must and heat are primarily a sample proposition.

Third and last: I approach this recommendation in fear and trembling, but I have given mature thought to it and strongly recommend a 12/64-inch screen in determining the foreign material in corn, with any wheat or oats that will not pass to be reclaimed as rye is in wheat.

I wish to go on record that bee wings, corn dust, and the finer material is strictly foreign material, but in the present grading of corn our undue penalty is exactly on cracked corn in natural handling that carries the bulk of the weight and full feeding and corn values.

In this intimate talk, I am privileged to preach, and my observation the past years briefly is as follows: The present grades fully determined in writing have been a big step forward. I feel that in definitely defining the grades of grain, the entire trade has benefited. I may compare our present system to a written constitution for a republic.

An unwritten constitution is dependent on the moral character of the citizens and officers; in the past I am glad to say our standard was high, but it was dependent on its weakest link, and where the moral tone declined, the system of grading collapsed. Under a written constitution, duties, conditions and rights are clearly defined and the smaller wrongs and unfairness are subordinated to the general good.

I am informed that the checking between terminals is increasingly uniform and this brings me to a statement that has been challenged, but I sincerely believe is true, and that is, that where a large volume of business moves between terminal markets, I consider that where the check under present grades is 97 to 98 per cent uniform, that the inspector at the originating point, or at the destination, is lax.

If 98 per cent of grain loaded in Kansas City, is grading in Chicago, the grading at Kansas City is too severe.

We as grain dealers are selling on our market grades and when sold on grade, are loading to the ex-



#### WEIGHMASTERS AND INSPECTORS

B. H. Johnson, Kansas City; S. A. Holder, Indianapolis; D. H. Larkin, Baltimore; H. R. Clark, re-elected secretary, Omaha; Paul Larson, Sioux City; T. B. Armstrong, K. C.; and J. A. Hallam, Cincinnati

to a point of uniform and standard excellence such that questions of the inaccuracies of the scale involved would generally be a negligible element for consideration in dealing with weight discrepancies. It will then be possible to concentrate attention on the other factors which contribute to the differences which vex you in your everyday work. A proper accounting system permits an accountant to determine the financial status of any business, and it would appear as a modern counterpart that a thorough knowledge of the scales and weighing condition should be gained from an examination of the records.

Personal capacity and managerial ability are large factors in the success of business and this is reflected in the balance sheet of the auditor. In the same way cannot the duties of a weighmaster be modernized so that his efficiency will be indicated in the records of his business?

#### Automatic Bookkeeping in the Future

In a discussion of this kind, I may be permitted to exercise my imagination and forecast what will take place in the future.

The time will come when a weighmaster's office will comprise a bookkeeping machine with dials, indicators and recorders worked automatically from distant points. These will show the amount of grain in each bin in each elevator all the time. Pressing a button will produce on a sheet of paper a complete summary of the grain in any elevator at that particular moment.

Things will be arranged so that when a car of grain is received at an elevator or consuming plant as at a mill or bakery it will be unloaded by automatic machinery, handled thru spouts and over belts, all directed from a central point. It will not only be weighed and the weight recorded entirely by automatic means but it will be graded, the moisture content and all other factors of interest will be determined, by automatic devices that can take everything into consideration from weight to color and smell.

#### Weights Tested and Adjusted by Machinery

Let us imagine that we visit a weighmaster of the future and are interested in the technical phases of the work. We are taken to a neat, moderate-sized room containing unfamiliar apparatus. In common with all the buildings of the time, the temperature and humidity are maintained at a definite level, independent of whether it is winter or summer. The air condition can be changed at will by turning the setting of a dial.

As we enter, the work for the morning is just starting and consists of standardizing 500 50-pound weights. The man in charge moves a switch and from a storage space a procession of 50-pound weights noiselessly forward on a conveyor. As they pass into the room, small and inconspicuous raised spots on the sides of the weights slide along a simple arrangement mounted on the wall. This causes a machine in another part of the room to select from the file the card containing the record of the weight and arrange it for the entry of the test to be made.



PRESIDENT H. R. CLARK

act line of the grade, and it is my firm belief that it is more to the credit of our present rules and the proper inspection of grain that where it is a question of line grade on any one factor as damage, test weight, moisture, etc., that the variation of fractional hundreds be from 90 to 95 per cent rather than 97 to 98 per cent.

I may best illustrate this by a loading of 50 cars of corn for 63 mixed, where moisture is the determining factor. The original inspection passes 46 cars and turns down four, all of the cars passing, carrying from 17.3 to 17.5 per cent moisture. I maintain that with even careful loading and careful sampling, that a reinspection of the same 50 cars would pass 46 to 50 cars, but the cars that missed, might not be the same cars. In this assumption I refer entirely to grain evenly loaded to line grade.

If this assumption is granted, I believe inter-market grading can be made more uniform by co-operation. The integrity and the high standard which you men have brought into and are maintaining in interstate commerce would benefit by the mutual protection to the fullest possible extent of grades between markets. No question can be involved of grain not grading. I refer here to 6 per cent damage corn or 9 to 10 dockage or 17 1/2 per cent moisture in which the sampling and human element enter into, to the extent of 1/10 or 2/10 of 1 per cent, may and should be protected on the original grade between markets.

If my words carry a message, it is team work and co-operation. This is not new; team work has always promoted the higher concepts of public interest.

To achieve such results is not merely co-operation between markets, nor yet between grain firms and inspectors, but rather a broad outlook, a common recognition of common purposes, between producers and inspectors, merchants and inspectors, Government and inspectors, a co-operation not for special interests, but one that recognizes a broad outlook for the general good.

Legislation did not create our great modern markets, nor originate the facilities that have made our modern inspection departments possible.

It is a fine thought to know that inspection and weighing departments, organized singly to protect and govern individual transactions, have developed to the stage where transactions involving hundreds of thousands of dollars are made between Sioux City and Portland, Ore., Minneapolis and Galveston, Omaha and Boston, on the integrity of our inspection and weighing. No higher tribute can be paid to any body of men. I thank you.

The inspectors devoted considerable time, before adjournment to the matter of corn grade discussion. Their recommendations as they stand now, call for fine grades (and a sample grade) of corn. A 10/64 rather than a 12/64 inch sieve is recommended for foreign material separation.



# NEWS LETTERS

## INDIANAPOLIS

H. M. RUDEAUX

CORRESPONDENT

ACCORDING to reports around the Board of Trade Building, Indianapolis sent a large delegation to the national association convention at Peoria, Ill., this week. Some plans were under way to go in a body, but nothing definite was decided upon. There was a representative from every grain firm in this city attending the national convention.

\* \* \*

The lack of rainfall in this community has prevented the preparing of the ground for wheat, and little is reported planted up to this time. Many farmers are turning their attention to soy beans in preference to wheat, and the report indicates that unless the present drought is broken within the next 10 days, much of the acreage intended for wheat will be planted in soy beans next spring. Soy bean mills are springing up all over this state, and propaganda is being circulated among the farmers that the bean is more profitable than wheat, as the vines make an excellent roughage and the demand for soy bean meal calls for an increased acreage of beans.

\* \* \*

Advices on consignments according to the leading commission houses, are very poor at present; although the receipts are large, most of the arrivals are being applied on contract. The bulk of grain sales are track sales, and the outlook at present on consignments is rather slim.

\* \* \*

There is a good demand for milling wheat, although arrivals are very light. Oats are in good demand with light arrivals and advices very light. The demand from the east is good and spot oats are finding a ready sale. Corn arrivals are heavy with poor demand at this time. Industries are taking large lots, but receipts are in excess of the demand, with outside demand rather limited. Elevators are filled to capacity and little grain is being stored now coming to this market, unless on old contract.

\* \* \*

Harry Berry, of the Berry Grain Company, has been appointed trustee for the Bingham Grain Company, operators of the Indiana Elevator, with offices in the Board of Trade building. The appointment was made by the Indiana National Bank, of this city. Berry will liquidate the assets of the concern which consists of grain stored in the company's elevator, and the property of the company. The Bingham Grain Company, at one time operated several elevators in this city.

\* \* \*

Reorganization papers were filed with the secretary of state at Indianapolis, by the Vigo Elevator Company, Terre Haute, Ind., changing the name of the company to the Terre Haute Terminal Elevator Corporation: objects, construct, maintain, own, lease and operate elevators for handling grain and grain products; directors, John W. Jordon, W. T. Harris, Lawrence Scott.

\* \* \*

More than 1,500 farmers from Indiana and adjoining states attended the first annual picnic of the Indiana Corn Growers' Association held at the home of C. E. Troyer, near LaFountaine, Ind., October 4. Troyer is a former president of the association and has twice held the title of world corn king. The meeting featured demonstrations of test pilots of inbred-hybrid corn which has been developed on the Troyer farm. The hybrids are of the Reid's Yellow Dent variety and it has been predicted that this form of corn will soon revolutionize the corn-growing industry of the Middle West. Tests during the past few years have shown the crop to outyield the normal variety of Reid's by more than half.

\* \* \*

The Soft Wheat Growers' Association voted to form an elevator corporation and enlarge its field of activities at a meeting of the board of directors in the Indiana Farm Bureau Federation offices, September 14. The directors also drew up a new continuous contract, subject to revision at the end of

five years, in which provisions are made for handling oats, rye, barley and soy beans besides wheat, the original product marketed by the association. With the additional products placed in the association jurisdiction for marketing, a change in the organization's name was suggested. Action on this matter, however, was postponed.

A committee was appointed to outline details for formation of the elevator association which will be commissioned to buy and build elevators in all sections of the country. One large elevator will be erected in Indianapolis or Chicago, according to tentative arrangements, it was said. Those appointed to the elevator committee are Frank Arn of Montezuma, president of the Board of Directors of the Soft Wheat Growers' Association, B. B. Benner of Mays, William H. Gray of Fulton, Guy Cantwell of Gosport and L. K. Wykoff of Valparaiso, all members of the Board of Directors. The association is composed of 1,900 members in Indiana, western Ohio, southern Michigan and eastern Illinois.

\* \* \*

The National Elevator Company has moved its offices from the sixth floor of the Board of Trade building to the eighth floor in the rooms formerly occupied by the Bingham Grain Company. It gives the company more square feet of floor space and more desirable office rooms.

\* \* \*

William T. Davis, pioneer miller and grain shipper, died September 24 at Danville, Ind., at the home of his daughter. Mr. Davis had shipped grain to Indianapolis for more than 50 years. At one time he operated a mill at Coatsville, and Danville, Ind. He was 82 years old, and lost sight of both his eyes about six years ago. Burial took place at Danville, September 26.

## MILWAUKEE

C. O. SKINROOD

CORRESPONDENT

THE grain trade of Milwaukee, which had such a boom for the month of August, is again back into normal channels for September with trade, as far as totals are concerned, almost the same as a year ago. The gains and losses shown largely offset each other. There was a considerable boost in the oats business for the month of September, this being the bright spot in grain receipts. The supply for last month was 1,224,000 bushels, as compared with only 716,000 bushels for the same month last year. Leading grain handlers of Milwaukee, however, believe that there will be a heavy run of grain for the fall and winter, all signs pointing in that direction.

\* \* \*

In line with the small barley trade for the past month, the malt business of Milwaukee fails to show any great rallies. The shipments from the Milwaukee plants for September were 230,000 bushels as compared with shipments of 290,000 bushels for the corresponding month last year. Malt shipments have shown large losses for almost every month in the present year.

\* \* \*

Despite the relatively slow trade in grain for the month of September there will be a fine report on grain receipts at Milwaukee for the entire year. Up to September 28, the Milwaukee grain trade was practically 4,000,000 bushels ahead of that of a year ago. The receipts from January 1 to September 28 proved to be around 36,250,000 bushels as against receipts of only 32,334,000 bushels for the corresponding portion of the previous year.

\* \* \*

Despite the active shipping season, Milwaukee still held a large amount of grain in elevators. The total amount of grain in storage at the close of September was in excess of 5,700,000 bushels, which is a relatively high level. The great bulk of grain held was in oats with no less than 3,777,000 bushels.

\* \* \*

Shipments of grain from Milwaukee in the period from January 1 to September 28 this year have more than kept pace with the receipts, the shipments for that period of this year being 27,174,000

bushels as compared with shipments of 22,516,000 bushels for the same period a year ago. Lake shipments of grain out of Milwaukee are expected to be the largest for many years. For the present shipping season the totals are around 10,280,000 bushels. This is a gain of approximately 2,000,000 bushels over the same period of last year.

\* \* \*

A. L. Johnstone, president of the Milwaukee Chamber of Commerce; M. H. Ladd, the chief weighmaster and A. E. Breed, the chief inspector of grain of the Milwaukee Chamber, are among those who attended the meeting of the Grain Dealers National Association at Peoria. Other leading grain men of Milwaukee also went to the sessions.

\* \* \*

E. M. Schneider of Oshkosh, representing the Schmidt Milling Company, was recently elected a member of the Milwaukee Chamber of Commerce.

\* \* \*

The price of Milwaukee grain exchange memberships is holding about steady now around \$650. At the recent boom prices when there was brisk bidding for memberships, the price soared to around \$1,000 each.

\* \* \*

There is a greater belief now that the Milwaukee Chamber of Commerce will actually start a new stock exchange, although the co-operation of the Milwaukee investment houses has not been obtained. No official decision has been reached by the grain men as to what can be done. But many members of the grain board are in favor of going ahead and starting a stock exchange even if the investment men do not favor the project. The subject will be given long and careful study before any action will be taken. Milwaukee grain men have been surprised and pleased at the size of the security trade on the Chicago Board of Trade. They declare that although only a handful of issues have been listed on the Chicago Board, the business is of surprising proportions when it comes to total shares handled. The activity on the Chicago Board of Trade encourages sentiment here in favor of the new stock board.

\* \* \*

The prevailing high rates for money being charged by the banks at the present time have also hit the grain trade of Milwaukee, the rate on advances for the month of October being fixed at 7 per cent. The rate is fixed each month by the Finance Committee of the Chamber.

\* \* \*

Wisconsin is trying to raise a new kind of wheat on a larger scale than wheat raising has been conducted in this state for many years. The new wheat called Progress wheat is raised at present in Kewaunee and Brown Counties. The wheat is collected from a number of farmers and sent out in carload lots.

Prof. R. A. Moore says the Progress wheat is more rust resistant than any other wheat as shown by actual experiments. The Progress wheat also nearly doubled the yield of the Marquis wheat on identical soils in the past year. Prof. Moore found that in some cases the Marquis yields were very light while Progress nearly produced abundantly. The new wheat is a semi-hard wheat that is particularly suited to the manufacture of flour for pastry making. It does not make as good a bread flour as the Marquis, says Prof. Moore, because its gluten content is lower.

In developing the new wheat the experiment station has been working over a period of years. It was largely worked up at the Marshfield branch experiment station at Marshfield. By 1924 it was being distributed through the Wisconsin experiment stations but its progress in the last year has been much more rapid. The wheat has now developed to the point in some sections where full car lots can be collected. The seed will now be ready for much wider distribution in the state and it is hoped to develop Wisconsin into a considerably more important wheat state as a result of the high yields which are being obtained.

\* \* \*

The recent heavy rains in Wisconsin in many sections have been of untold value in soaking up the soil again after the long summer drought. The showers have also hurried along the fall planting of Winter wheat and rye. The Winter wheat and rye which have come up are looking very well. Pastures have improved very materially and this has



increased dairy production but in some parts of the state the grass is still very short and the output of milk is below normal. Milwaukee milk prices were again boosted as a result of the low milk production.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

GRAIN business in Louisville is a trifle light at the present time. Wheat has moved in and elevators are up to about capacity on long time storage. Corn will not move for 30 to 60 days, and right now the daily in and out handling are comparatively light.

There is a little seed rye moving for fall planting, a little seed wheat, and of course some feeding oats, but there is very little demand or movement in corn, other than that moving to feed manufacturers. There is plenty of comparatively cheap corn in the country at this time, and much late corn will not mature and will merely make silage.

Hay movement has been light as a whole, and offerings are so heavy that prices are very weak. Hay and feed was a trifle better over late August and early September than it had been, but good rains around the close of the first week of September, brought grass back nicely, resulting in fine pastures and less demand for hay.

It is claimed that there will be more Clover hay available this year than in any other year in a long, long time. It was a big Clover year, and there is much seed available. Districts which never before had surplus Clover seed for sale, or which didn't raise enough for their own use, are offering it this season. Attachments have been placed on other harvesting machinery for recovery of Clover seed, which is selling at \$8 to \$10 a bushel, country run, and which will result in far larger Clover acreage next year.

There is some talk of new corn being on the market within 30 days, but it is not likely that it will be in shipping condition in less than 60 days, even though it has been quite dry.

Rumors have been heard of late regarding plans under discussion by the Ballard & Ballard Company for construction of a new flour mill building, to take the place of the present mill, which has been in use many, many years. Two years ago the company completed a million-bushel grain elevator on the back of its property, but has delayed construction of a conveyor or chute from the elevator to the mill, because a new mill is being considered. In the meantime in moving wheat from elevator to mill it has to be loaded in cars and moved over to the mill.

The Kentucky Public Elevator Company with about 560,000 bushels of grain on storage, has about all the storage business it can well handle, and still have bin space for usual day to day handlings. At this time the company has on hand 15,000 bushels of corn, 540,000 of wheat, and 4,000 of oats, on customer accounts.

About the only rye moving is for seed use. Grain houses are quoting Northern White rye at \$1.12 a bushel and Rosen at \$1.15. Most of the corn now coming in is grading No. 1, and all is of good quality, there being very little corn at below No. 2.

In spite of rumors of whisky or distilling permits being issued to the Wathen or American Medicinal Spirits Corporation, Louisville, for production of medicinal whisky, officials of that company state that no permits have been issued to anyone as yet. For one thing the company would have no reason for denying issuance, and for another it would have placed contracts for barrels, grain, etc., if it had permits, as it will take 30 to 60 days or more to get ready to start. Rumors were to the effect that the company had secured permits for production of something more than one half of the 40,000 barrels, or 2,000,000 gallons to be made this winter under Government permits and supervision. Permits had been expected in the latter half of September, but are still unissued. Prohibition Commissioner Dr. J. M. Doran was in Louisville in early October in connection with the American Legion meeting, and some "business matters." (Permits now have been granted; notice elsewhere—Ed.)

Movement of hay by river has been picking up and will become larger, as a result of improved river transportation facilities, since completion of the local and dam system, the length of the Ohio River, which means a nine-foot stage at all seasons,

and no more trouble from low water, only heavy running ice interfering with traffic, and then not worrying steel boats and barges much. New barge lines are in process of formation. Whereas there is not a single elevator in Louisville located on the Ohio River bank, the day will probably come, when corn from the river bottom country will be moving by barge, and forcing a demand for river-rail combination terminals. There has been remarkable increases in river tonnages in the period since the war and the high present rail freight rates are going to result in steady increase in handlings under the cheaper river transportation rates. Combination terminals for transfer of freights, water to rail, or rail to water, are the biggest need of the Ohio valley today, but they are coming. Just recently barge interests asked a permit for a new \$3,000,000 company to operate from Cincinnati to New Orleans. The American Barge Line Company is now operating through from Pittsburgh to New Orleans and transferring freight there for the West Coast, via Panama.

John L. Dunlap, wealthy retired stock and grain broker, of Louisville, recently died at his summer home, Horwich, Mass., where he had been ill for several weeks. Just a few days before his death he had shown marked improvement and news came through to the effect that he was anticipating a speedy recovery. Mr. Dunlap started in the harness business, but left it 30 years ago to enter the market. He retired five years ago. His first wife died at about that time. Last March he married a second time, Mrs. Helen Webster Cates, of Boston, at Miami, Fla. Mr. Dunlap was 73 years of age.

The 1929 corn crop in Kentucky is estimated at about 13,000,000 bushels below the five year average, but 5,000,000 bushels larger than last year's crop. The estimate is 73,296,000 bushels. Considering the big declines in other sections the state may be lucky. Kentucky growers have been learning that it pays to put their corn into hogs and cattle. No industry in the state is growing like the dairy industry, which in a few more years bids fair to make rural Kentucky much more prosperous than at any previous time.

Henry Fruechtenicht won several prizes in exhibiting heavy harness horses in the state fair this year. He showed one to six horse outfits. Henry in addition to being a grain and feed dealer, is a crack driver, who can show such teams at their best.

## PEORIA

IVAN L. REVEAL - CORRESPONDENT

WITH all elevators in this city bulging with old corn and local industries buying only day-by-day requirements, prospects for higher prices for the new corn which will be rolling into this market within the next two weeks are exceedingly poor, according to local commission men. During the past month local industries have absorbed all the offerings and these have been sufficient for their daily needs so that no inroads have been made upon their reserves.

All outside activities of the Peoria Board of Trade during the past six weeks have been centered upon preparations for the grain dealers national convention which opens in the Pere Marquette hotel in Peoria on October 14, and President Eddie Sands and B. E. Wrigley, chairman of the General Convention Committee say that everything is in readiness for the best convention ever staged for the grainmen.

One of the features of the entertainment program is the golf tournament which will be held on the sports course of the Peoria Country Club. W. S. Miles, chairman of the Golf Committee, says he has everything lined up for the tee-off and promises a tourney which will win the hearts of the most ardent golf-bug.

A variation from the usual stag party held at conventions in the past has been planned by the local committee who have so far refused to divulge the place or the program other than that Ted Branson and his crew of grain dealers from Salina, Kan., will provide a portion of the entertainment and that transportation will be furnished to the scene of the festivities.

A net profit of \$3,851 was earned during the past year by the Rushville Farmers' Grain & Livestock Company, according to the report of William Eifert, manager, which was presented at the annual meeting on September 22. In computing this profit, full deduction was made for the cost of installing the new feed-grinding equipment for the elevator and a new automatic air-lift for the No. 1 Elevator, and routine repairs and upkeep. The report also showed

that 324 carloads of livestock were shipped by the association during the year which had a total value of \$544,696.53. W. J. Thompson and J. L. Houston, retiring directors, were both re-elected. Holdover directors are: John D. Young, who served as president during the past year, Fred Herche, O. T. Lawler and William Bradley.

Fire thought to have originated in a defective automatic switch, destroyed a 150-horsepower motor in the elevator operated by Karl A. Harper at Potomac, Ill., on September 15. The fire was brought under control before any damage was done to the building.

Work has been started on the new addition to the plant of the Schultz-Baujau & Co., at Beardstown, Ill., in which new machinery will be installed which will increase the capacity of the plant to 350 tons of chicken and dairy feed daily. The McDonald Construction & Engineering Company of Chicago and a local firm are doing the work. A. E. Schultz is president of the company.

W. S. Miles, of the firm of P. B. and C. C. Miles, members of the Peoria Board of Trade, has been appointed by Mayor E. N. Woodruff, as a member of a special committee to prepare preliminary plans for the proposed waterway terminal for Peoria. Bonds for the construction of the terminal to cost \$400,000, were voted at an election held on September 24.

## ST. LOUIS

FAIRMOUNT - CORRESPONDENT

THE proposed rule to permit deliveries of grain on contract on track only on the last five days of the option month was defeated. The rule as stands now permits delivery of contract grain on track any day during the current month.

A large attendance from St. Louis was expected at the Grain Dealers National Association meeting, held in Peoria, Ill., October 14, 15 and 16. The delegation was headed by the president of the Merchants Exchange, John H. Caldwell and Secretary C. A. Rader. It was proposed that two cars on the Illinois Traction System be chartered to bring members to Peoria and return.

The following are noted as visitors during the current month: Otto Young, Stonington, Ill.; C. Dachwald, Spokane, Wash.; Fred Morrison, Ramsey, Ill.; J. W. Sanford, New Orleans, La.; C. J. Mattingly, St. Marys, Mo.; J. D. Wilson, Nokomis, Ill.; S. B. Sturgis, Kansas City, Mo.; W. B. Lincoln, Kansas City; Geo. Steward, Kansas City; Paul Schreiter, Denver, Colo.; Wm. Sander, Memphis, Tenn.

It is with much regret we announce the death of F. W. Seele who departed this life at 11:42 p. m. on September 10. He was buried September 16. Mr. Seele was very prominent on the exchange, being president of the Seele Brothers Grain Company. He has been a member of the exchange for about 38 years and has always been identified with the exchange affairs having been a director and a member of the various committees at times.

P. J. McMorro was a member of the Merchants' Exchange since 1879 and previous to that was on the exchange floor on a minor certificate. Mr. McMorro is very active and in excellent health. He formerly was in the grain business but is now interested in the Geisel Manufacturing Company.

Of the younger men in positions of trust on the St. Louis Merchants' Exchange, Chester H. Williamson stands out. He is alert, intelligent, shrewd and fair, four qualifications that mark him as a successful grain merchant. Mr. Williamson is manager of the St. Louis office of the J. C. Shaffer Grain Company with headquarters in Chicago. The firm operates a private wire and handles a large cash grain business here.

Mr. Williamson is 37 years old. He was born in Louisa, Ky., attending college at Beloit, Wis. After leaving college his first business venture was with McFadden & Co., at Havana and Peoria, Ill., leaving their employ at the war period to accept a position as assistant second vice-president of the United States Grain Corporation with headquarters at Milwaukee. At the close of the war, Mr. Williamson moved to St. Louis, Mo., where he opened up a grain office as the C. H. Williamson & Co., which he operated successfully for several years. Later he accepted a position with the Overland Grain Company as wheat buyer. In June, 1928, Mr. Williamson became manager of the St. Louis office of the J. C.



Shaffer Grain Company. Their business has shown a wonderful increase in both cash and futures. On September 20 of this year they moved into larger quarters, occupying suites 405 and 406. This move was due to the expansion of their business.

Mr. Williamson has always been prominent on the Merchants Exchange and has served on various committees. At the present time he is a member of the Appeals Committee, Rules Committee and Complaints Committee. Mr. Williamson is married and has four children, three girls and one boy. He is an active member of the Pilgrim Congregational Church. While he lives in the city he maintains a country home in Franklin County. He farms in a small way. This is his hobby—country life.

## DULUTH

S. J. SCHULTE - - CORRESPONDENT

THE smoke lid was lifted all day on October 10 on the Duluth Board of Trade, the occasion being a celebration of the eighty-sixth birthday of George G. Barnum, Sr., who ranks as a pioneer in the grain trade on this market. He was the recipient of the warmest congratulations from a wide circle of friends. Mr. Barnum became associated with the Crosby Milling interests many years ago, buying grain for that company here for shipment to Buffalo to take care of that company's milling requirements. Mr. Barnum retired from active participation in the operations of his firm several years ago, turning that supervision over to his son, George Barnum, Jr., but he is to be found daily at his office taking a keen interest in all that transpires in the trade. Commenting upon general business methods he said, "I have never done anything in the line of speculating during my many years in the trade and I have lived to see many of my contemporaries go down in my time."

Thomas Gibson, another pioneer in the grain trade here, who retired as an active receiver two years ago, selling out his business to the Tenney Company, is still participating in the trade on the sidelines. He is active at periods on the trading floor, and is to be found daily in his office in the Board of Trade building.

Illustrating the slackness of the grain movement on this market came the recent announcement that the Minnesota state inspection department may find it necessary to reduce its personnel of inspectors and cut wages very materially, as the falling off in fees has left the state with insufficient funds to maintain the department. There has been some discussion on the score of the Minnesota inspection department closing down and turning inspection and grading over to the Federal Grain Inspection Department. Such a step would not be relished by the trade generally, it is claimed, owing to the Federal inspection rules being regarded as too technical.

Duluth grain men were more than gratified to see refuted the charges of Senator G. P. Nye, of North Dakota, that elevator storages at Duluth and Minneapolis had been bought up and held in control by some interests in the hope of obtaining higher prices later. They were given the lie in a report just made public by the Agricultural Department at Washington as a result of a recent survey in the Northwest. The report showed that Duluth with a rated elevator capacity of 42,325,000 bushels had 32,340,000 bushels stocks in public elevators as on August 31, last. Those stocks were increased to 33,692,000 bushels by September 14 and to 34,039,000 bushels on September 28. In an investigation by members of the commission during a recent visit to this market the point was stressed by elevator men and officials of the Board of Trade that they would be only too pleased to clean out their elevator stocks in order to make room for the usual fall movement from the country but that they had been unable to effect export sales to enable them to function normally. It was shown that as a result of this condition grain houses on this market are losing heavily. Commissions were reported to have fallen off alarmingly with the result that severe reductions in office and trading floor personnel may be foreshadowed unless trade picks up substantially soon, a development now thought extremely unlikely.

In view of the drying up in the seasonal export demand, grain men here have been devoting their attentions to chartering steamers to hold winter cargoes for winter storage at Buffalo. Approximately 14 boats are reported to have been chartered and to have cleared from here so far. Considerable additional space is expected to be made available at the close of the season's iron ore traffic from here. It has been shown after a survey, that owners

of those boats would be glad to earn some revenue through loading grain at a basis of seven cents, but they are showing some hesitation in contracting, unless guaranteed prompt unloading in the spring.

A start has been made upon the building of 44 additional bins at the plant of the Itasca Elevator Company that will bring its capacity up to 2,500,000 bushels and make it one of the most important houses at the head of the lakes from storage and handling standpoints. It is scheduled to be open by spring. Progress is being made upon the building of an addition to the Capitol Elevator Company's plant. It will be ready for operation early in December, affording space that is likely to be badly needed by that time. The undertaking of new construction by elevator companies on this market is being accepted as evidence that the trade has full confidence that the present difficulties will be satisfactorily straightened out. The threat of some of the western radical senators at Washington to introduce legislation that would demoralize the business of concerns operating through the regular channels is not being taken seriously. It is assumed that the co-operative grain concerns will not desire to tie-up further capital in new storage plants at the terminals unless funds can be obtained from the Federal grain board.

A feature of the spot market here during the last month was the steady cutting down of premiums paid for Spring wheat and Durum carrying good percentages of protein. For Spring wheat carrying 15 per cent protein millers are ready to pay one cent over the December price while at this time last fall as high as 18 cents over December was paid by the mills. Buyers are said to have lost interest in protein grain for the reason that the proportion of grain carrying it has increased so remarkably this season. Commission men are finding that growers are making complaints on the score in view of the attention that had been devoted to raising wheat that would carry protein in the hope of realizing high premiums for it. Buyers for the mills here have been pointing out lately that they have been surfeited with protein grain this season, and that strong competition has developed in the marketing of their special food products.

The only business change on this market during the last month was the election of F. N. Crosby, Jr., as a member of the Board of Trade. Mr. Crosby has entered the office of the Barnum Grain Company.

Operators who have been specializing in the export trade found themselves very much behind the lighthouse during the last month, said F. E. Lindahl, of the Cargill Commission Company. "We are all set to go as soon as we can find something to go after. As the situation stands now we can only live in hope of some foreign demand stirring up before the close of the lake navigation season, affording the trade opportunities to clean up some of the stocks that are piled up down below. We would then be enabled to get some of the grain holdings down to the lower lakes ports. About the only way such foreign buying could be brought about, though, would be through the development of bad conditions as regards the new season's Argentine crop and European buyers taking a scare on that account."

W. D. Jones, manager of the Hallet & Carey Company's offices here, went past his outstanding character as a bear to predict a more active demand for Durum wheat on the part of millers due to the falling off in production and the possibility of a smaller acreage being sown to that grain next spring owing to farmers having been disappointed over their failure to receive the premiums reaped by them last year for grain carrying high protein content. In his opinion Italy may be a good buyer of Durum wheat during the coming winter but judging from the news from that country they marketed a bumper crop of their native wheats last season so that they will not find it necessary to import as heavily as usual.

R. M. White of the White Grain Company expressed gratification over the steady development in demand for feeds on this market attributed largely to the remarkable expansion in the dairying industry. Mr. White's firm has been operating a feed mill here for some time and shipments are found to be going over a widening area.

With the other American markets, the Board of Trade here took a holiday over Columbus Day though the holiday has no legal status in this state. In ordinary fall seasons shipments to the terminals here have in the past been so heavy as to preclude the possibility of any market holiday being declared.

Operations in barley have continued fairly active on this market from day to day, the Itasca Elevator Company and the Cargill Commission Company specializing in it. Its market is now slightly under the figures of a year ago. Boat space has been taken

for two cargoes of barley to go forward to Buffalo and holdings of it here are expected to be brought down to a low level. That, elevator men have pointed out, will enable space to be made for some lots of that grain being held at interior points.

## NEW YORK

G. K. TRAFTON - - CORRESPONDENT

EVERY MONTH brings more evidence of the growing interest in the securities market on the New York Produce Exchange among firms and individuals interested in the marketing of bonds and stocks. The past month was no exception as seven of the applicants elected to membership in the exchange are engaged in that line of business. The following were admitted by the Board of Managers at their late September meeting: Donald D. Dates, of King, Gebhardt & Co.; Benjamin Jacobson, of Harris & Fuller; Samuel S. Lerner, of G. & A. Seligman; Peter R. Lawson, of Peter R. Lawson & Co.; and Isaac J. Sherman. Those elected at the early October meeting were: James V. Mitchell, of Day & Mitchell; and W. C. Cool, of John Melady & Co.

Edward S. Westbrook, a partner in the well-known commission firm of Bartlett Frazier Co. on the Chicago Board of Trade, was one of the late September visitors on the New York Produce Exchange.

George W. Martin, of the American Elevator & Warehouse Company, was elected to membership in the New York Produce Exchange at the late September meeting of the Board of Managers.

Richard F. Uhlmann, secretary and treasurer of the Uhlmann Grain Company on the Chicago Board of Trade, paid a short visit to friends in the local grain trade last month while on his way home from a brief European trip.

Edward Hymers, a member of the well-known firm of Jackson Brothers, Boesel & Co., on the Chicago Board of Trade, spent a few hours with members of the grain trade on the New York Exchange last month.

Edward H. Dougherty, for about 20 years associated with leading grain commission houses on the New York Produce Exchange, and for the past 11 years connected with the local office of E. Lowitz & Co. of Chicago, will hereafter represent that concern on the floor of the exchange. His application for membership is now awaiting the action of the Board of Managers. "Doc", as he is called by his many friends here as well as in other markets, has been for years one of the best-liked figures in the trade and therefore it is confidently expected that he will meet with great success in his new venture.

Emmet G. Barker, a member of the firm of James E. Bennett & Co., prominent commission merchants on the Chicago Board of Trade, called on his friends in the New York grain market toward the end of September.

Harry H. Lobdell, a partner in the well-known commission house of Lamson Brothers & Co. on the Chicago Board of Trade, was among the early October visitors on the New York Produce Exchange.

George Jaris, importer and exporter, who recently resigned his regular membership in the New York Produce Exchange, has been elected to associate membership.

The firm of Knighton & Sparks, engaged in the Securities Market on the New York Produce Exchange, has announced that Fred O. and John E. Seaver have been admitted as special partners.

Edwin J. Kuh, Jr., popular broker on the Chicago Board of Trade, spent the last day of September visiting his many friends in the grain trade on the New York Produce Exchange.

That eagerness to participate in the business of the securities market on the New York Produce Exchange continues to spread among handlers of the so-called "over-the-counter" securities is indicated by the fact that six applications for member-





ship from men in that line of business are now posted on the exchange bulletin boards, viz: Victor J. Dwyer, of Churchill & Co.; Thomas C. Davidson, of A. M. Kidder & Co.; Martin Weiss, of Martin Weiss & Co.; George W. Vanderhoef, Jr., of Vanderhoef & Robinson; James Wentz, of Lage & Co.; and Edward J. Lobkowitz, of De Saint Phalle & Co.

M. Mecklenburg, well-known member of the Chicago Board of Trade, was on the exchange floor for a short time last month.

Martin B. Jones, Jr., who is associated with his father in the grain and securities firm of M. B. Jones & Co., was elected to membership in the New York Produce Exchange late in September.

Harry S. Klein, member of the firm of W. E. Hudson & Co., on the Chicago Board of Trade, was one of the September visitors on the Produce Exchange.

Members of the New York Produce Exchange, and especially those identified with the Securities Market, are greatly gratified because of additional evidences of progress and expansion in the new department. During September a new record for volume of business was established, 2,524,078 shares, compared with 1,667,000 shares in August and with the previous record total of 1,733,445 shares established in July. The daily average turnover was about 115,000 shares and the total value of stocks cleared during the month was \$47,107,018, also a record. In the nine and a half months since the new market opened, a total of 11,191,598 shares has been traded in. Of this, more than 8,098,832 shares have been cleared through the Produce Exchange clearing house and the total market value of these clearings has been in excess of \$216,600,000. Over 150 members have qualified to trade in the market and more than 650 securities can be traded in. The third edition of the Securities Guide has just been published, consisting of 200 pages and listing more than 350 of the securities traded in with statistical data.

Alfred Ettlinger, formerly an active member of the grain trade on the New York Produce Exchange, but now located in Chicago, received a hearty welcome from his many old friends in the local market late last month.

The New York Produce Exchange Bowling League, with about 60 members already signed up, will start the new season on October 18. They will again meet at Dwyer's Broadway Academy where they have engaged 10 alleys for their exclusive use every Thursday night during the season. Charles Lambert is again serving as president of the league with E. S. Galloway as secretary and A. A. Rasmus as treasurer.

Arthur C. Sullivan, of D. Sullivan & Co. of the Chicago Board of Trade, was among the recent visitors on the floor of the New York Produce Exchange.

Trading in tickets of membership in the New York Produce Exchange was not very active during the past month, but as this was mainly owing to the scarcity of sellers those who were seeking to buy tickets were forced to pay slightly higher prices. It is impossible to confirm rumors that a regular membership has sold as high as \$19,200, but it is known that \$18,500 was paid and the market is now firm at that price, which compares with sales at \$16,500 up to \$18,000 during the preceding month. Likewise, sales of associate memberships have been made at \$14,000 to \$14,500 as against \$12,100 to \$12,500 during the preceding month.

Members of the New York Produce Exchange were deeply pained to hear of the death of Roger N. Black of September 20. Mr. Black, who was 51 years of age, had been a popular figure in shipping circles for a number of years as representative of the old firm of Bowring & Co., steamship agents and commission merchants.

## OMAHA

B. O. HOLMQUIST CORRESPONDENT

THE Omaha market will be represented at the National Grain Dealers Convention in Peoria by a good-sized delegation including C. D. Sturtevant of the Trans-Mississippi Grain Company and former president of the National Association, J. T. Buchanan of the Omaha Elevator Company, C. H. Wright of the Nebraska-Iowa Grain Company, J. A. Linderholm of the Crowell Elevator Company, R. E.

Miller of the Updike Grain Corporation, J. A. Cole of the Nye & Jenks Grain Company, H. B. Waller of the Scouler-Bishop Grain Company, J. L. Welsh of the Butler-Welsh Grain Company, F. J. Taylor of Taylor Grain Company, J. S. Hedelund of the United Grain Company, O. H. Gibbs of the Lucke-Gibbs Grain Company, W. T. Burns of the Burns Grain Company, and C. W. Adams of the Black Hawk Grain Company. The Omaha Grain Exchange will be represented officially by F. P. Manchester, secretary, and H. R. Clark, chief inspector and weighmaster. Several of this number plan to visit other points such as Chicago, St. Louis, and interior markets in the vicinity of Peoria, before returning home.

The first car of new corn of the 1929 crop to arrive in Omaha was received by the John W. Redick Company on October 11 from Carroll, Neb. It graded Sample Grade Yellow, 47.8 pounds test, 28.8 per cent moisture, 3 per cent damage, was heating all through, and sold for 67 cents. Nebraska corn will require a week or two of dry weather, and at least one heavy frost before it is really ready to be picked.

A large number of country elevator operators and farmers have once more found out that it is not profitable to bin wet wheat as is evidenced by the large amount of off-grade, damaged and musty, wheat that has arrived in this market during the past two weeks. Discounts on this class of wheat are now extremely heavy but it is the general feeling here that most of this poor wheat will have been cleaned up in a few more days. The percentage of good milling wheat arriving has been comparatively small and premiums have advanced on this class at the same time that discounts on off-grades have been widening.

Hunting-trips seem to be greatly in favor at the present time. H. A. Butler of the Butler-Welsh Grain Company and E. A. Lucke of the Lucke-Gibbs Grain Company left a week ago for a five weeks' hunt in Idaho. With them are two other local men together with guides and a cook and the whole party will make a 250-mile trip down the Salmon River from Salmon, Idaho. Another party which left last week for Northern Minnesota included Jas. Trimble of the Bell-Trimble Grain Company and Mrs. Trimble. Charles Carey of the Swanick Grain Company is combining business and pleasure on a trip to the Sandhills country in northwestern Nebraska, which is renowned all over the United States for its wonderful duck-hunting. A number of other members of the Exchange have made short trips, and several have hunting-shacks along the Platte River not far from Omaha, where they can spend early mornings and week-ends shooting, or shooting at, ducks.

J. H. Wright, Jr., president of the Nebraska-Iowa Grain Company, and Mrs. Wright recently returned from an eastern trip which included New York and Princeton, N. J., where their son, Hoxie, is at school.

Austin Sturtevant, son of C. D. Sturtevant of the Trans-Mississippi Grain Company, was married on September 21 at Beatrice, Nebr., to Miss Catherine Bradley of that city. After a wedding-trip to Minnesota, they returned to this city, where they will make their home. The younger Mr. Sturtevant is also with the Trans-Mississippi Grain Company.

A new office building is to be erected by the Nebraska Consolidated Mills Company at their Sherman Avenue plant in Omaha. The contract has already been let and construction will begin just as soon as possible.

Nearly every Omaha grain company will be represented by one or more members, at the annual convention of the Nebraska Farmers Elevator Association, to be held at Lincoln on October 17, 18 and 19. One of the big drawing-cards for this convention this year is the football game between Nebraska and Pittsburgh Universities which is scheduled for the last day of the convention. An equally large representation is expected for the convention, in the same city two weeks later, of the Nebraska Association of Grain Elevator and Mill Operators, which includes in its membership both Farmers and Independent operators.

A bumper crop of corn has been raised in northeastern Nebraska which last year was stricken by drouth, and a good crop is also expected in eastern central Nebraska. The balance of the state is very spotted, ranging from almost complete failure to good. The United States Department of Agriculture estimates the crop around 190,000,000 bushels and the majority of the trade ratify this estimate.

Omaha Grain Exchange was represented at the two opening games of the World's Series in Chicago by O. H. Gibbs of the Lucke-Gibbs Grain Company.

Western Union furnished play-by-play reports of the games on the trading-floor, and radio reports were being received in several offices in the Exchange Building.

## BUFFALO

ELMER M. HILL CORRESPONDENT

CANADIAN grain growers are sending \$40,000,000 in grain commerce through terminal elevators at Buffalo every year. This is an estimate made by Winnipeg grain interests which are seeking to divert this trade from Buffalo. For some time past the movement of Canadian grain from the western provinces through the all-Canadian route has been about on a parity with Canadian grain moved through American ports.

It is the handling of Canadian grain in American elevators and steamships that is the sore spot for Dominion shippers. It is estimated that it costs about 25 cents a bushel to move grain from the Canadian fields to European markets. Thus the 163,986,000 bushels of Dominion grain which moved through Buffalo elevators in the crop year just ended represents a \$40,000,000 commerce. Canada naturally wants this trade and is making a determined effort to get it.

With the opening of the new Welland Canal, some grain will be diverted from Buffalo. The Canadians are constructing 5,000,000 bushels of elevator capacity at the eastern end of Lake Ontario. Big steamers will discharge their cargoes there for transfer into smaller boats that can navigate the St. Lawrence River and its small locks. Montreal has been badly congested for months. As many as 40 steamers frequently have been waiting at that port to discharge their grain cargoes while at Buffalo with its elevator capacity of 41,000,000 bushels, boats have been getting quicker dispatch.

Developments in the threatened commercial war of the Canadian grain growers are being watched with utmost interest by Buffalo marine men, who have many millions of dollars invested in ships, elevators and other properties allied with the grain trade.

Reduced export wheat freight rates from Buffalo to New York in the United States and from bay ports to Montreal and Quebec in Canada lapsed at midnight September 30. The higher rate went into effect October 1. The rate now is two cents a bushel higher which adds to the complicated situation in the grain movement to the Atlantic Seaboard on both sides of the border.

The grain tie-up in Canada is virtually complete. Shipping is at a standstill. Officials place the number of vessels tied up at between 200 and 250, and in many cases the crews have been laid off. Elevators from coast to coast are jammed with grain which cannot be cleared. Canadian railways are rationing cars from country elevators to the Head of the Lakes because there is no more room for storage grain. At Port Colborne, Ont., more than 5,000,000 bushels are tied up in elevators, and early this month seven boats were in port loaded with 1,600,000 bushels. Both the Government and Maple Leaf Elevators are filled to capacity.

Grain elevators at Buffalo at the close of business September 30 held 23,271,238 bushels with 3,240,708 bushels held aboard vessels in the Buffalo Harbor.

The Bureau of Agricultural Economics will make a general survey of grain storage facilities at Buffalo at the request of the Federal Farm Board. The investigation will attempt to reveal whether or not the Canadian shipping interests are in any way responsible for blockading export grain shipping channels in the United States with their surplus crops. In some quarters it was intimated that the Board may recommend the erection of Government elevators at Buffalo, New York, and Boston to help the American farmer in his grain storage and marketing problems.

The launching of the *S. S. Stadacona* at Midland, Ont., added another boat to the Great Lakes grain carrying trade. The ship was constructed by the Midland Shipbuilding Company, for the Canada Steamship Lines, Ltd. She is 596 feet long with a breadth of 60 feet and molded depth of 32 feet. She will be capable of carrying 440,000 bushels of grain.

Although there is a large amount of grain in store at the upper lake ports, cargoes are not coming out any more freely than they were some weeks ago. The demand for tonnage is light and not much chartering is being done. Vessels of medium size are taking most of the grain to unload at Buffalo.



The rate from Fort William to Buffalo is two cents. Carriers are getting good dispatch at Buffalo but cargoes are being delayed at Port Colborne and Montreal. The prevailing rate to load this month at the American Head of the Lakes to unload at Buffalo is three cents. The best rate paid for storage capacity from the head of the lakes to Buffalo for the first half of October was eight cents. Six cents is being bid for the last half of October to hold at Buffalo.

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New grain loading records were established at Port Arthur early this month when 500,000 bushels were poured into the hull of the steamer *Lemoyne* of the Canada Steamship Lines, Ltd., from the Saskatchewan Pool Elevator No. 7 in exactly five hours or at the rate of 100,000 bushels an hour. An additional 50,069 bushels and 40 pounds for trimming were put aboard in another hour and 30 minutes. The total cargo of the ship was 550,069 bushels and 40 pounds.

## KANSAS CITY

KENNETH FORCE

CORRESPONDENT

HOWARD VANDERSLICE, Kansas City art patron, philanthropist, and founder of the Vanderslice-Lynds grain commission firm, one of the largest commission companies in the world, died early October 10 at his home, 1243 West Fifty-ninth Street. His death came two weeks after he had suffered a stroke of paralysis, September 29.

Funeral services were held at the home on the afternoon of October 12. Christian Science and Masonic services were read. Burial was in the Forest Hill Cemetery. He is survived by two brothers and a sister, Samuel I. Vanderslice of Los Angeles; John W. Vanderslice of Denver, and Mrs. Margaret Moore, 426 Greenway Terrace, Kansas City.

Mr. Vanderslice was considered one of Kansas City's most generous art patrons and philanthropists. Among his most distinguished services to the city was the presentation of the Pioneer Mother group in Penn Valley Park. That statue, unveiled November 11, 1927, is one of the finest bronzes created by A. Phimster Proctor, noted sculptor. He also gave the Kansas City Art Institute its present home at 4415 Warwick Boulevard.

Mr. Vanderslice's business connections were diversified and far flung. At the time of his death he was president and principal owner of the Vanderslice-Lynds Company, president of the Lucky Tiger Combination Gold Mining Company, vice president and chairman of the executive committee of the White Eagle Oil & Refining Company, and a director of the Commerce Trust Company.

He was a member of the Board of Trade, the Kansas City Chamber of Commerce, the Chamber of Commerce of the United States, the Kansas City Club, the Kansas City Athletic Club, the Motor Country Club, the Club Casa Del Mar, Santa Monica, Cal.; a life member of the Congressional Country Club, Washington; a life member of Moosehart, a member of the Smithton lodge No. 1, A. F. and A. M., Highland, Kansas, the first Masonic lodge of Kansas; Oriental Commandery, Orient Chapter and Ararat Temple. At the time of his death invitations to join the Colonial Society of Pennsylvania, Sons of the Revolution and the Pennsylvania Society, were pending. The City Ice Company here also is a product of Mr. Vanderslice's business activity.

He was born in Georgetown, Ky., April 8, 1853; son of Thomas J. and Sarah Birchfield Vanderslice, both natives of Kentucky. His grandfather, Major Daniel Vanderslice, played an important part in the development of the Central West, a heritage carried on by the son and grandson.

For many years a member of the Kansas City Board of Trade, Mr. Vanderslice was guest of honor in 1927 at a dinner given by that organization. The affection in which he was held by his associates was many times expressed on that occasion and the pride they felt in his generous gifts to Kansas City.

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According to a letter read at a meeting of the Northwest Kansas Grain Dealers Association at Marysville, Kan., Senator Henry J. Allen of Kansas has been requested to make a concerted effort in Washington to curb the power of the Chicago Board of Review of the United States grain inspection department.

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Dr. John Daniel Walters, 82, known to thousands of former Kansas State Agricultural college students as "Daddy" Walters, died at the home of a daughter at Alma, Kan., September 30. He was a member of the school's faculty for more than 52 years, holding the position of professor emeritus of agriculture, created in 1917 when he decided to retire from active service. Connected with the col-

lege since 1877, he came to Manhattan to teach industrial drawing in that year, a course which in 1903 grew to be the college department of agriculture. Doctor Walters was made head of the agricultural department when it was organized, and he built the course into one of the strongest in the school.

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Department of Agriculture investigators, making a nation-wide survey of grain storage capacity for the Federal Farm Board, found the capacity of Kansas City elevators to be 32 million bushels, and that slightly over 25 millions are stored. Figures were of September 14. The department experts estimated that about 6,900,000 bushels of storage space was not being used. It was explained, however, that figures were not available on how much of the space now filled was privately controlled and not open for general grain storage purposes.

\* \* \*

Complete reorganization of farmers' organizations in Missouri for more effective co-operation with the Federal Farm Board appears likely following a meeting at Chillicothe, Mo., September 21, between representatives of the Farmers' Union, the Farm Bureau and the farm clubs of Missouri. Representatives of the Bureau and the Union agreed to a plan for consolidating these two organizations, the plan to go before the entire membership of these organizations for ratification. If approved, the consolidation will be known as the Missouri Federation of Agriculture.

\* \* \*

Grain storage and handling facilities in Kansas City, now totaling in the neighborhood of 40,000,000 bushels, will be greatly increased by the erection of a new elevator by the Missouri Pacific Railroad on its own ground at Martin Avenue and the Missouri Pacific tracks in the northeast industrial district. Eighteen storage tanks to be erected will hold 300,000 bushels, but this capacity will likely be more than trebled at a later period, as the headhouse is to be constructed to handle 1,000,000 bushels, so that alterations or enlargements of that part of the elevator plant will not be necessary later. It is estimated that \$225,000 will be the cost of the first part of the improvement, excavating for which started last month. The Eagle Elevator Company, owned by the late Howard Vanderslice and O. A. Severance of the Vanderslice-Lynds Grain Company, and Henry Lichtig of Henry Lichtig & Co., obtained a lease on the elevator, which will be completed in five months. The Lichtig company deals extensively in kaffir corn and milo maize and it is expected its business in those grains will be handled through the new elevator. The Eagle company now operates a small elevator not far from the site of the new Missouri Pacific Elevator. The old plant, with 50,000 bushels capacity, is to be dismantled and the site abandoned, it was said. The Missouri Pacific Railroad owns the 3,000,000-bushel Kansas-Missouri Elevator in the northeast industrial district, between Jackson and Topping Avenues, which is operated under lease by the Hall-Baker Grain Company.

\* \* \*

Word has been received here that farmers in the Russell, Kan., section are watching with keen interest the new turn of developments in the case of J. A. Foltz who today is held in \$1,500 bond in connection with illegal operation of a grain elevator. A complaint of the Kansas grain department charged Foltz with operating a grain elevator three miles east of Russell, and accepting wheat for storage without first having obtained a license from the grain department, or having posted the required \$5,000. Foltz is alleged to have accepted wheat for storage but was unable to produce wheat or settle for the grain when farmers called for what they had stored. The amount of his deficit was said to be near \$53,000. Under the state laws, anyone responsible for storing wheat must first obtain a license from the grain department, comply with various rules and regulations and deposit a bond of \$5,000. Failure to comply with the law makes the violator liable to a fine of not more than \$500 nor less than \$100 for each day the elevator or warehouse is operated without such license.

\* \* \*

Alexander Legge, chairman of the Farm Board, in an announcement at Washington, October 10, said he believed that branch marketing offices would be opened by the Federal co-operative organization in Kansas City.

\* \* \*

L. O. Nikle of Cedar Rapids, Iowa, wholesale dealer in feed and grain, recently leased about 11,000 square feet of floor space in a building at Sixteenth and Iron Streets, North Kansas City, Mo.

\* \* \*

Hugh Hinsin, assistant manager of the Kansas City office of Jackson Bros., Boesel & Co., and manager of the grain department of the local branch has been elected to membership in the Kansas City Board of Trade. Mr. Hinsin purchased the certificate of C. E. Lathrop for \$11,500, including the \$500 transfer fee. He has had many years' experience in commission and brokerage grain business in Kansas City and has been with Jackson Bros., Boe-

sel & Co. since that company opened its local branch in 1925. The company controls two other memberships, those of Ed Hymers, Chicago, and J. B. Bracken, Kansas City. Mr. Bracken is recovering from a prolonged illness. Charles F. Stebbings is manager of the local office of Jackson Bros., Boesel & Co.

\* \* \*

Hymie J. Sosland of the Moore-Seaver Grain Company has been elected to membership in the Kansas City Board of Trade on transfer from B. C. Moore, deceased, former president of the firm.

\* \* \*

The Midwest Agricultural Association, recently incorporated, has opened general headquarters in Independence, Mo. P. B. Smith, Lexington, Mo., is president; G. H. Parrent of Oak Grove, Mo., is vice president; and George S. Rogers of Independence is secretary-treasurer. The organization intends to handle the marketing or selling of the agricultural products of its members and to supply them with equipment and supplies.

\* \* \*

Following the 7-cent reduction made by the Southwestern Railroad lines in the export rate on wheat and corn from Kansas City to gulf ports, effective October 1, corresponding reductions became effective October 10 from Omaha and other markets and country shipping points in accordance with new rates filed with the Interstate Commerce Commission.

The announcement said: "The so-called proportional, or re-shipping rate, from Omaha, Nebraska City, and Council Bluffs is 24½ cents; from Atchison, Leavenworth, and St. Joseph, 23½ cents; the local export rate from Wichita is 37 cents and from McPherson 38.

"A corresponding reduction of 7 cents on 100 pounds from Des Moines and certain other points becomes effective October 12, making the new proportional, or reshipping rate on wheat 24½ cents and on corn 23. The new proportional export rate from St. Louis to New Orleans which goes into effect October 15, is 11 cents, with a minimum combination rate of 18½ cents."

\* \* \*

The 50,000-bushel elevator at Sterling, Kan., was destroyed by fire of undetermined origin early September 11. The grain elevator was owned by the Arnold Milling company. The loss was estimated at \$75,000.

\* \* \*

E. S. Coombs, assistant secretary of the securities department of the Kansas City Board of Trade, and James N. Russell, president of the Russell Grain Company and one of the active organizers of the local stock department, attended the opening of the stock exchange department of the Chicago Board of Trade, September 16.

\* \* \*

H. H. Haines of Port Arthur, Texas; James McQuire of St. Paul, Minn.; E. D. Says, Springfield, Mo.; E. R. Welch, Wichita; L. Washburn and Claud Cave, Sublette, Kan.; Wallace Sullivan and Vernon Hall, Logan, Kan.; and J. T. Langford of Enid, Okla., were Kansas City Board of Trade visitors last month.

\* \* \*

The October estimate of the Kansas Board of Agriculture, October 10, placed the Kansas corn crop at 100,630,000, 20 million bushels below the five-year average. The acreage of this year is 265,000 smaller than last but 472,000 more than 1927, according to the report. The report estimated that about 38 per cent of the 1929 wheat crop was still in the hands of the producers in Kansas October 1. About 45 per cent was so held last year, about 38 per cent in 1927, and about 41 per cent in 1926.

\* \* \*

R. A. Kelly of the Norris Grain Company, returning from the Gulf ports September 23 said that the storage situation there had improved somewhat, but that there still were many cars on track awaiting unloading. He said the wheat was keeping condition quite surprisingly.

\* \* \*

K. B. Drummond of Iola, Kan.; P. K. Studer of Atwood; Frank Hemen, Russell; J. L. Hamilton of Chaffin; Dan Erni of Ellwood; M. N. McLay of Adrian, Mo.; Fred Brecht, Falls City, Neb.; E. Hopkins, Hooker, Okla.; and H. C. Osorne of Fort Smith, Ark.; visited the Kansas City Board of Trade September 26.

\* \* \*

The War Department, October 4, issued a permit to Kansas City to build a wharf on the Woodswether site. The action by Secretary Good was taken following a conference with H. F. McElroy, city manager, and Senator Allen of Kansas. This seems to open the way for the construction of the half-million dollar river terminal to be leased and operated by the Inland Waterways Corporation. The permit provides for erection of a wharf 391.8 miles above the mouth of the Missouri River, and immediately east of the state line in Missouri. Permit was given without qualifications. The promise of Woods Brothers Corporation to erect a million-dollar grain elevator in the vicinity of the muni-



# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Eighth Year

cipal docks still stands, A. E. Faulkner, vice president and general manager, said. The Inland Waterways Corporation, which will lease the municipal wharf from the city, will pay the city 15 cents a ton as rental on all commercial freight that passes over the docks. The third year, it is estimated, 650,000 tons of freight will be handled giving the city a revenue of \$97,500.

Edmund Marshall, president of the W. H. Marshall Commission Company, was married September 11 to Miss Alice Evans of Kansas City, Kan. Mr. and Mrs. Marshall left immediately for a honeymoon trip in Colorado and the West. Fellow members of the Board of Trade anxiously waited for the return of Mr. Marshall who had kept his plans secret. Twenty-five-cent cigars were forthcoming, they said.

A special car has been chartered on the Burlington Railroad to take members of the Kansas City Board of Trade who will attend the annual convention of the Grain Dealers National Association in Peoria, Ill., October 14, 15 and 16. As there is no direct railroad connection between Kansas City and Peoria, this action was taken to insure an uninterrupted trip.

T. J. Blakey of Pleasanton, Kan., secretary of the Blakey Milling Company, died in Pleasanton October 1, according to word received here. Mr. Blakey was a member of the Kansas City exchange.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

Clark & Richardson, Inc., Boston, has been incorporated with authorized capital stock of 500 shares of no par value, to engage in the sale of grain, hay, feed, and flour. Frank J. Ludwig, of the C. M. Cox Company, is president; Monroe Lorimer, treasurer; L. C. Coggan, clerk.

Harold E. Mellon, broker, Boston, has become an active member of the Boston Grain and Flour Exchange through acquiring the certificate of membership in the Exchange held by John M. Knowles.

Application for active membership in the Boston Grain and Flour Exchange was filed by W. E. Home of the Boston office of the Canadian National Railway. Later at a meeting of the directors, his application was approved.

J. Cushing & Co., of Fitchburg, Mass., a long established wholesale grain and feed company, having about 40 retail stores in various parts of New England, and the General Mills, Inc., are reported to be engaged in negotiations with a view to arranging a merger. The Cushing business, according to the report, is to be acquired by the Larowe Milling Company, a subsidiary of General Mills, Inc.

L. T. Purdy, formerly in the grain business in Boston, but now residing in Florida, recently was a visitor at the Exchange for the purpose of meeting old friends.

The Twin Mutual Service Corporation, of Boston, has been organized with a capital stock of \$100,000, to finance the payment of insurance premiums, etc., with the approval of the Twin Mutual Fire Insurance Company. Dean K. Webster is the president, Shirley Ladd, vice-president, and William Thibodeau, treasurer. The Twin Mutual Fire Insurance Company was formerly the Grain Dealers Mutual Fire Insurance Company. Dean K. Webster was the first president of the Boston Grain and Flour Exchange.

The Boston Grain and Flour Exchange recently had a slight fire in one of the elevator shafts. It was occasioned by the use of torches by workmen who were engaged in preparing to install new electric elevators. The fire burned out the interconnecting telephone systems which temporarily caused considerable inconvenience to the members. It was estimated that the loss was about \$3,000.

Some of the members are making plans to attend the annual convention of the National Grain Dealers Association at Peoria.

The Boston wholesale seed dealers report that a short time ago the New England country stores began placing orders for grass seed, corn, wheat, oats, rye and barley for future delivery. As the season advances the volume of business is expected to steadily increase as usual.

There is a normal demand for hay, and as the receipts during September were below the average, prices ruled firm. The receipts of hay at Boston for September were 120 cars; rye straw, two cars.

The receipts of grain at Boston during September, as tabulated by the Boston Grain and Flour Exchange, were as follows: Wheat, 309,975 bushels;

oats, 62,425 bushels; rye, 1,100 bushels; malt, 3,725 bushels; mill feed, 176 tons; corn meal, 529 barrels; oat meal, 22,397 cases and 512 sacks.

Stocks of grain in regular elevators at Boston, as of September 28 were as follows: Wheat, 1,633,599 bushels; oats, 7,913 bushels; rye, 2,374 bushels.

During September sales of grain and feed to the New England trade reached the usual proportions. Retailers report that owing to the dry weather which prevailed quite generally, there was a better demand for feedstuffs than usually is the case early in the fall.

Among the visitors to the Exchange during the month of September, outside of New England, were the following: W. L. Hapgood, Minneapolis, Minn.; Henry Frazee, Jr., New York City; Robert Crawford, New Orleans, La.; W. L. Goff, New York City; J. M. Feldman, New York City; Alex. G. Gray, Minneapolis, Minn.; J. A. Lortie, Toronto, Canada; C. B. Buck, Sydney, N. S.; C. W. Bean, Chicago, Ill.; Louis Volkman, Chicago, Ill.; C. W. Bousne, Linfield, Pa.; E. A. Barre, New York City; C. A. Williams, Kent, Ohio; John U. Heathfield, Buffalo, N. Y.; W. G. Martin, New York City; M. Nettleton, Toledo, Ohio.

## RECEIPTS AND SHIPMENTS FOR SEPTEMBER

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	1,183,411	523,264	115,868
Corn, bus...	57,398	42,317	.....
Oats, bus...	59,520	146,386	.....
Barley, bus...	90,171	697,880	1,037,137
Rye, bus...	19,688	6,777	.....
Hay, tons...	59	372	.....

**CHICAGO**—Reported by F. H. Clutton, secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	2,365,000	2,848,000	2,002,000
Corn, bus...	6,278,000	6,925,000	3,425,000
Oats, bus...	3,388,000	4,014,000	3,037,000
Barley, bus...	789,000	2,444,000	511,000
Rye, bus...	394,000	229,000	14,000
Timothy Seed, lbs.	3,363,000	5,664,000	4,111,000
Clover Seed, lbs.	1,225,000	958,000	165,000
Other Grass Seed, lbs.	2,420,000	1,684,000	1,226,000
Flax Seed, bus.	115,000	68,000	.....
Hay, tons...	8,878	10,618	1,002
Flour, bbls...	1,004,000	1,089,000	703,000

**CINCINNATI**—Reported by J. A. Hallam, chief inspector of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	256,000	168,000	283,200
Corn, bus...	399,000	378,000	366,000
Oats, bus...	144,000	378,000	140,000
Barley, bus...	17,600	25,600	1,600
Rye, bus...	33,600	74,200	48,000
Hay tons...	4,587	5,907	.....

**DENVER**—Reported by H. G. Mundhenk, secretary of the Grain Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	665,600	1,630,400	29,300
Corn, bus...	276,000	336,000	42,000
Oats, bus...	86,000	70,000	32,000
Barley, bus...	131,200	155,200	48,000
Rye, bus...	7,000	4,200	2,800
Hay, tons...	638	1,540	.....

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	13,521,138	25,342,842	11,193,230
Corn, bus...	214,267	26,996	168,000
Oats, bus...	849,694	843,360	609,771
Barley, bus...	3,044,491	12,028,273	3,358,727
Rye, bus...	1,708,001	3,887,774	1,262,082
Flax Seed, bus.	1,321,504	578,137	687,712
Flour, bbls...	592,425	779,670	620,435

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners for Canada:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	27,759,127	39,131,558	17,745,009
Corn, bus...	.....	7,824	1,464
Oats, bus...	265,577	472,526	1,499,887
Barley, bus...	6,104,376	8,513,303	578,113
Rye, bus...	1,251,576	2,031,703	273,443
Mixed Grain, lbs.	117,597	215,455	4,160
Flax Seed, bus.	50,920	47,117	116,877

**GALVESTON**—Reported by Geo. E. Edwardson, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	.....	2,417,600	2,799,583
Barley, bus...	.....	55,000	1,520,990
Kaffir Corn, bus.	.....	12,857	.....

**HOUSTON**—Reported by W. J. Peterson, chief grain inspector and weighmaster, the Merchants Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	.....	751,817	24,000
Barley, bus...	.....	70,000	70,000

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	338,000	597,000	228,000
Corn, bus...	1,942,500	1,659,000	1,307,000
Oats, bus...	638,000	1,470,000	796,000
Barley, bus...	6,000	.....	6,000
Rye, bus...	19,500	48,000	18,000

**KANSAS CITY**—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	6,452,160	8,607,170	3,663,660
Corn, bus...	1,633,500	2,230,500	793,500
Oats, bus...	694,000	520,000	348,000
Barley, bus...	368,000	552,000	198,400
Rye, bus...	36,000	33,000	30,000
Kaffir Corn, bus.	.....	96,800	50,600
Hay, tons...	18,396	20,952	5,436
Flour, bbls...	63,700	66,625	639,475

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	238,280	420,048	1,341,099
Corn, bus...	913,160	782,920	533,706
Oats, bus...	1,224,270	716,100	1,937,350
Barley, bus...	874,515	1,344,000	1,030,920
Rye, bus...	70,250	98,550	91,980
Timothy Seed, lbs.	280,810	1,105,880	51,275
Clover Seed, lbs.	178,650	791,358	96,260
Flax Seed, bus.	178,650	101,530	1,430
Hay, tons...	252	406	.....
Flour, bbls...	210,350	206,850	4,200

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	13,429,860	24,688,660	4,964,230
Corn, bus...	624,330	511,130	416,330
Oats, bus...	3,121,390	2,641,620	2,128,920
Barley, bus...	1,834,980	4,153,500	1,120,790
Rye, bus...	956,920	1,204,480	740,550
Flax Seed, bus.	2,939,230	3,453,790	750,250
Hay, tons...	886	1,017	12
Flour, bbls...	32,010	19,104	1,015,793

**NEW ORLEANS**—Reported by S. P. Fears, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	1,511,501	1,489,729	652,133
Corn, bus...	51,000	54,000	30,214
Oats, bus...	76,000	60,000	41,679
Barley, bus...	14,400	724,213	.....
Rye, bus...	2,800	78,065	.....

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	3,212,600	4,523,400	1,645,000
Corn, bus...	55,500	55,500	.....
Oats, bus...	419,000	650,000	.....
Barley, bus...	779,000	924,992	131,000
Rye, bus...	17,000	170,500	.....
Clover Seed, bags	.....	.....	477
Hay, tons...	1,607	2,204	.....
Flour, bbls...	1,262,241	1,322,400	238,000

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	3,083,200	4,406,400	3,256,400
Corn, bus...	1,185,800	1,246,000	1,233,400
Oats, bus...	1,101,000	674,000	1,094,000
Barley, bus...	286,400	340,800	292,800
Rye, bus...	300,600	275,800	448,000

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	85,600	203,800	90,000
Corn, bus...	2,156,000	2,158,750	1,096,500
Oats, bus...	546,800	610,200	475,200
Barley, bus...	279,400	211,400	85,420
Rye, bus...	1,200	7,200	.....
Mill Feed, tons	29,580	28,060	47,940
Hay, tons...	940	8,730	50
Flour, bbls...	153,600	237,400	139,000

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	80,831	108,099	103,580
Corn, bus...	17,425	9,803	.....
Oats, bus...	215,879	166,535	.....
Barley, bus...	.....	289,225	.....
Rye, bus...	.....	.....	349,772
Flour, bbls...	147,888	168,571	8,331

**PORTLAND, ORE.**—Reported by F. W. Clark, manager of the Merchants' Exchange.

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	3,348,050	4,142,050	3,094,282
Corn, bus...	96,250	56,375	.....
Oats, bus...	224,200	131,100	6,267
Barley, bus...	62,400	16,000	.....
Rye, bus...	8,700	34,800	20

**SAN FRANCISCO**—Reported by James J. Sullivan, chief inspector of the Chamber of Commerce:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, tons...	2,900	7,907	.....
Corn, bus...	1,346	1,540	.....
Oats, bus...	520	815	.....
Barley, bus...	48,993	22,704	.....
Bran, tons...	405	210	.....
Hay, tons...	4,146	4,028	.....

**ST. LOUIS**—Reported by C. B. Rader, secretary of the Merchants' Exchange:

Receipts		Shipments	
1929	1928	1929	1928
Wheat, bus...	3,787,000	5,741,400	2,995,600
Corn, bus...	2,388,400	2,517,200	1,327,200
Oats, bus...	1,476,200	1,532,000	1,172,600
Barley, bus...	194,200	590,400	56,000
Rye, bus...	144,900	180,700	96,200
Kaffir Corn, bus.	.....	27,600	37,200
Hay, tons...	5,592	6,024	2,052
Flour, bbls...	551,200	546,740	452,650

**SUPERIOR**—Reported by J. W. Conner, secretary of the Grain and Warehouse Commission:

Flour, bbls...	551,200	546,740	452,650	441,810
<b>SUPERIOR</b> —Reported by J. W. Conner, secretary of the Grain and Warehouse Commission:				
	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus...	9,470,371	17,834,715	8,480,322	11,022,635
Corn, bus....	244,625	29,632	168,000	.....
Oats, bus....	441,127	440,533	221,587	18,937
Barley, bus...	1,514,930	5,082,214	2,101,619	5,109,292
Rye, bus....	1,048,587	1,795,801	863,492	1,441,350
Flax Seed, bus, .....	829,373	109,801	257,808	55,000



**TOLEDO**—Reported by W. A. Boardman, secretary of the Toledo Produce Exchange:

	Receipts		Shipments	
	1929	1928	1929	1928
Wheat, bus..	*617,130	*1,443,970	150,355	283,410
Corn, bus....	131,250	80,000	.....	33,240
Oats, bus....	340,300	715,450	120,025	319,540
Barley, bus..	6,000	26,400	.....	2,500
Rye, bus....	19,200	21,600	4,815	5,795

## GRAIN MARKET SITUATION

By C. A. COLLIER,

Grain, Hay and Feed Market News Service, Bureau of Agricultural Economics, U. S. Department of Agriculture.

Domestic grain markets were weak and unsettled during the latter part of September and early in October, with heavy stocks in North America and lower prices in Europe the principal weakening factors in the wheat market. Prices tended downward and during the first week in October reached the lowest point since early in July. Rye declined with wheat but had some independent strength as a result of unfavorable seeding conditions and a more active inquiry for good milling rye. The corn market turned weaker influenced by more favorable weather conditions for the late crop and a prospective early movement of new corn. Supplies of old corn are running low, however, and offerings of both old and new are of only moderate volume with the result that the market for this grain has steadied somewhat since the first of October. The decline in corn prices during the past month had a weakening influence on the market for oats and barley but a good demand for both of these grains held prices relatively steady. Flax has declined slightly from the high point reached in September as a result of more favorable prospects in Argentina and a less urgent demand from domestic crushers.

There were no marked changes in the general wheat market situation during the month but both domestic and foreign markets remained unsettled. The October 1 official estimate of the United States wheat crop showed an increase of slightly over 6,000,000 bushels compared with the September forecast. The Durum wheat estimate was lowered about 1,500,000 bushels, to 51,678,000 bushels while other Spring wheat was increased about 7,500,000 bushels, to 171,857,000 bushels, making a total Spring wheat crop of 223,535,000 and a total output of all wheat of 791,768,000 bushels.

European production, as reported to date, is about 18,000,000 bushels below that of 1928. The Mediterranean, central and western European countries have harvested crops equal, or nearly equal, to those of last season and the decrease is mainly accounted for in the Danubian countries. Estimates of the French crop by leading trade publication place this season's harvest at around 390,000,000 bushels, or about 70,000,000 bushels over the official harvest. If this trade figure is realized, the increase in France will more than offset the reduction in other countries. The marketings of native wheats in Europe have been of good volume and have caused a slow import demand from Continental European countries for North American wheat. Direct shipments to Continental Europe since the first of August have been about 30,000,000 bushels less than for the corresponding period last year. This deficiency in shipments to the continent, however, has been mostly offset by an increase in the amount shipped out on orders for which destination will be determined later and by larger shipments to United Kingdom and to ex-European countries. Nearly one-half of these world shipments have been supplied by the Southern Hemisphere with the result that North American exports have been comparatively small and stocks have accumulated to over 350,000,000 bushels in the United States and Canada, compared with about 190,000,000 bushels in store in North America at this time last season. This increase in stocks, particularly in the United States, has been largely responsible for the decline in domestic wheat prices. Elevator space in both the United States and Canada is practically filled to working capacity and buyers have found it difficult to find space for current offerings.

Conditions in the Southern Hemisphere have continued unfavorable and present indications are that the wheat crops of both Australia and Argentina will show substantial reductions from the 1928 crop. Shipments from Argentina, however, have continued unusually large for the season of the year and exports from the first of January to date have totaled over 216,000,000 bushels with indications that the season's shipments may total nearly 250,000,000 bushels, which would suggest a total production last season of over 325,000,000 bushels.

Marketings of domestic wheat have become smaller but market stocks had reached the record amount of 200,000,000 bushels at the close of the first week in October. Domestic mills have furnished the principal outlet for United States wheat although exports of wheat alone from the first of July through September totaled about 31,600,000 bushels, or about 1,000,000 bushels more than were shipped out last season when export demand was also slack. Competing countries are still under-

quoting American exporters. At the close of the first week in October, United States No. 2 Hard Winter wheat for October shipment was quoted in Liverpool at \$1.33 per bushel compared with \$1.25½ for 63 pound Rosa Fe, afloat, from Argentina and \$1.33¾ for wheat from southern Australia, due to arrive early in November. No. 2 Manitoba for early October shipment was quoted at \$1.57½ and No. 5 Manitoba at \$1.29¼ per bushel.

Offerings of Spring wheat have fallen off and have been much below last season. With the more limited offerings demand has shown some improvement but protein premiums have been rather insignificant. On October 9, No. 1 Dark Northern Spring 12 per cent protein was quoted at Minneapolis at \$1.36-1.37½ per bushel. The Canadian wheat market has fluctuated about the same as the domestic market and No. 1 Manitoba Northern is selling at Winnipeg at this writing (October 10) at seven cents to nine cents over quotations for No. 1 Dark Northern at Minneapolis.

The market for Durum wheat continues to hold relatively firmer than other classes of Spring wheat. Current offerings have been scarcely sufficient to meet domestic requirements and premiums on milling qualities have been slightly advanced. There has been some export inquiry but bids were mostly below current domestic quotations. American Amber Durum for October shipment was quoted at Marseilles, France, October 4, at \$1.35½ and Canadian Durum c.i.f. Genoa, Italy, at 139% per bushel.

Marketings of Hard Winter wheat have also been relatively light. Good milling wheat is being readily taken by domestic mills and shipments from Kansas City, Mo., recently to outside mills have increased materially on October 9, 13 per cent protein No. 2 Hard Winter was quoted in that market at \$1.25-1.27 per bushel.

Light offerings of Soft Winter wheat have held the market for that class fairly steady in the face of the decline in future prices. Nearby mills have taken most of the offerings at St. Louis while southern and southeastern mills have been fairly active buyers at Cincinnati. At the close of the first week in October No. 2 Soft Red Winter was quoted at St. Louis at \$1.35-1.36 and at Cincinnati at \$1.32 per bushel. This is about six cents to seven cents per bushel over quotations on Hard Winter at these markets.

### MARKET FOR FEED GRAINS HAS INDEPENDENT STRENGTH

The market for the principal feed grains has had some independent strength as a result of a steady demand, although prices of both corn and oats have declined slightly during the past month. Favorable weather for maturing the late corn has increased prospects for this season's crop. The October 1 estimate placed the 1929 harvest at 2,528,000,000 bushels, or about 72,000,000 bushels over the September estimate. Market stocks are unusually small but the new crop is maturing rapidly in most areas with very little frost damage, and early shipments are in prospect from the more southern parts of the corn belt. While this season's supply from present indications will be more than 300,000,000 bushels below that of last season, domestic requirements are also likely to be smaller because of the smaller number of hogs to be fed this season.

Corn prospects in Europe are much better than last season and six countries from which reports have been received indicate, a production of 523,466,000 bushels against approximately 257,000,000 bushels grown in the same countries last year.

Prices are about the same as a year ago and slightly higher than two years ago at this time. At the close of the first week in October the trade at Chicago was bidding 88½ cents per bushel for No. 4 White or Yellow corn for November or December shipment. No. 3 Yellow was quoted in that market October 9 at 99 cents and at Kansas City at 94½-95½ cents per bushel.

The oats market has held generally steady since the middle of September under a continued good demand for the moderate offerings. The short supply of feed grains in Canada and in the dry areas of the United States has created a better demand for oats than prevailed at this time last season and prices are averaging about 5 cents per bushel higher at most markets. The October estimate placed the United States oats crop at 1,226,573,000 bushels, or about 22,000,000 bushels above the September estimate. This increase is accounted for by better threshing returns than were expected earlier in the season in the Ohio Valley and Great Lakes areas. The yield per acre of oats for the total United States is 30.5 bushels, or one-half bushel less than the 10 year average. Four of the most important oats states, Iowa, Illinois, Minnesota and Nebraska, have better average yields but most of the other important northern oats states have yields considerably below average. On October 9, No. 3 White oats were quoted at Minneapolis at 45½ to 45¾ cents compared with 46½ to 48 cents at Chicago, and 47-48c per bushel at Kansas City.

The barley market is also holding steady under a moderate demand from domestic buyers. There

has been some export inquiry but sales from eastern markets were unimportant. Exports of barley from the first of July through September totaled only about 13,000,000 bushels this season compared with over 22,000,000 bushels shipped out during the corresponding period last year. European buyers are apparently supplying their needs for feed barley from local supplies and from Danubian shipments which have constituted nearly two-thirds of the world's exports during the past few weeks. Danubian barley is being quoted considerably cheaper than United States or Canadian barley in European markets.

### RYE MARKET WEAK WITH WHEAT

The rye market has been rather featureless during the past month but prices have tended downward with wheat. Trading was of limited volume because of the small offerings. The estimate of the season's crop for the United States remains at 41,000,000 bushels, or just slightly below last year's relatively small harvest. No. 2 rye on October 9, was quoted at Minneapolis at 98 cents to \$1.01 per bushel compared with 99 cents to \$1.04¾ a year ago. Domestic mills have been the principal buyers of rye and exports since the first of July and have totaled only a little over a million bushels compared with about 4,000,000 bushels shipped out during the corresponding period last season.

The flax market weakened slightly during the first week in October after reaching the highest price for any other year since 1925. More favorable prospects for the Argentine crop, as a result of local rains and less urgent inquiry by domestic crushers, were the principal weakening factors. Country offerings of flax are light and receipts at both Minneapolis and Duluth have been relatively small. At the close of the first week in October No. 1 flaxseed was quoted at Minneapolis at \$3.29-3.32 per bushel. Seed for October shipment at Buenos Aires was quoted at \$2.57½ and for February shipment at \$2.16%. New crop seed for January shipment was quoted c.i.f., New York, at \$2.47 per bushel. Argentine shipments continue of good volume and a good percentage of these have been destined to the United States. A shipment of about 35,000 bushels was reported destined to Canada during the week ending October 4.

## LIGHTERAGE FOR INDIA'S GRAIN

Silhouettes of no angular floating grain elevators mar the seascape off Bombay, Indian port on the Arabian Sea. Instead, there are picturesque harbor junks, such as the one shown here. The efficiency of this type of lighter must remain unquestioned as long as the sacked grain custom prevails.

The Bombay grain lighters usually are propelled by three or four oarsmen at the prow of the boat. A helmsman stands at the stern, separated from his crew to which he shouts orders, by tons of sacked



BOMBAY GRAIN LIGHTER UNLOADING FROM SHIPS

wheat. Manpower is cheap, and in Bombay waters, it is as skillful as it is economical. With great dexterity and considerable speed, lighters approach the freighters, take off sacks—even in rough water—and thread their way to the dock warehouses through the maze of strange craft occupying the harbor. One of the chief takers of Bombay grain is the plant of the Wallace Flour Mills on Bombay Island.

Other local industries take huge quantities of grain. Bombay, with a population of 1,250,000, is center of the port area that consumes about 10,000,000 bushels of grain annually above the volume sold for shipment outside the Bombay district.

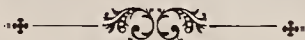
THE first shipment of Canadian grain to India will shortly clear Montreal for Calcutta, India, the Department of Commerce is informed in a report from Assistant Trade Commissioner L. A. France, at Montreal. The S. S. Zurichmoor is transporting 32,000 quarters (256,000 bushels) of grain at a rate of 22s. 6d. per quarter. Thomas Harding & Son, steamship agents, 221 St. Sacramento Street, Montreal, are agents for the shipment.



## HAY, STRAW AND FEED

**A**FTER signing a telegram, which released the largest shipment of prepared feeds ever shipped to one dealer, L. F. Eaton, general manager, Willson & Eaton Company, Amenia, N. Y., turned 'round in his chair and in his jovial and interesting manner related to representatives of The Larowe Milling Company some of the outstanding events in his life. The hands of the clock were turned back 66 years when Mr. Eaton modestly remarked, "I started working when I was 13 and have been scratching gravel ever since."

When 15 years of age, L. F. Eaton secured a position in the Erie Canal collector's office in

A Super-Dealer  
In Feeds

To illustrate his point Mr. Eaton reached for a ledger, which happened to be for the year 1890. Opening the book he read the individual sales for February 10, 1890, and showed whether each item was sold at a profit or a loss. So far as Mr. Eaton has been able to determine, no other feed

rejoiced at what I had accomplished. Only a few years later, however, I went over the same route and sold 31 carloads. That was one of the evenings when I didn't get home for supper. While I had taken a lunch with me, I accepted an invitation to have supper with a customer friend. Such invitations were not uncommon in those days and they were often accepted with a deep appreciation."

During their second year the Willson & Eaton Company added another store and more employees to their business, and the coming years saw them grow steadily and surely until at one time they employed 70 people and had an annual volume of \$4,000,000.

Their stores were increased to four in number and with the opening of their jobbing business they started serving a large number of retail dealers in the Harlem Valley.

In 1916 the Willson & Eaton Company placed the order for their first Larro Dairy Feed. Records show that this order called for a carload, 20 tons, and the shipment was made July 27. "Little did I dream then that in 1929 I would be ordering in one shipment a solid trainload of this feed," said Mr. Eaton.

Much credit for the success of the Willson & Eaton Company is due Mr. Eaton for after 51 years he is still active in the management of the business. To say he is still active is stating it very mildly for it was he who organized the sales effort to build up tonnage sufficient for a solid trainload—1,200 tons—60 cars—of Larro Dairy Feeds. This is the largest shipment of trade-marked feeds ever shipped to one dealer and marks an event in Mr. Eaton's life that might be considered a golden anniversary or celebration in his long and successful business career.

Mr. Eaton, who is very modest about his many years of active business experience, turned at this point in the interview to answer a telephone call from a farmer, who was inquiring about Larro Feeds. Mr. Eaton then closed a most delightful interview with the remark, "I feel sure that between now and the time the "Thousand-ton Special" is released I can, with a little more effort, increase the number of cars in that train from 54 to 60." The enthusiasm that characterized this



L. F. EATON, FEED DEALER EXTRAORDINARY, OF AMENIA, N. Y.

New York City. While here he gained a knowledge of the grain business because in those days the grain coming to New York from Buffalo came via the Erie Canal. Four years were spent in the canal office, and it was during this time that he decided he would like to go into the grain business for himself some day if he could get a position in one of the large grain commission houses in New York City. However, he was offered a position in Amenia, N. Y., and decided to start in this line of work in a smaller way.

In 1870 at the age of 20, Mr. Eaton left New York with \$300 in his pocket and began his duties as bookkeeper for a milling company located in Amenia. After spending eight years with this firm he took his \$300, which had increased to \$1,250, and formed a partnership with G. J. Willson. March 20, 1878, these two enterprising young business men bought out Mr. Eaton's former employer and started the business, which is today known as the Willson & Eaton Company. "For the first year we did most of the work ourselves as we had only one employe, a teamster," said Mr. Eaton. "We shoveled coal, plaster, grain and feeds and handled all the lumber and shingles ourselves and in those days there was no telephone to call you away from your work." When a customer called for merchandise he usually found us some place out in the plant as very little time was spent in the office during the day. Our first year was not without reward though, for our total volume of sales for the year was \$33,000."

At this point in his reminiscence, Mr. Eaton paused to explain a system of bookkeeping, which he installed his first year in business and which he has had in effect every day, week, month and year since. This system he pointed out makes it possible for him to put his finger immediately on the profit or loss of each transaction for each day.

merchant in the country can give such complete information on his past sales.

Getting back to the story of his early experiences Mr. Eaton told how, early in business, they started building retail sales through personal solicitation. Mr. Willson and Mr. Eaton took their turn every other day at calling on the farmers. "I attribute much of our success to these personal solici-

tions," continued Mr. Eaton, "and I firmly believe that the retail business is more dependent upon personal solicitations today than ever before. If you want to hold your trade you have to keep in close contact with it. Back in the early days of our business we took a wagon loaded with samples of our feeds and went out to persuade and educate the farmers to the merit and economies of our merchandise. In those days five tons was a good sized order but of course in these days of "Thousand Ton Specials" a five-ton order would not go very far. I shall never forget my first big order, which was for a 12-ton car of bran to one farmer. That was a banner day for me and I



THE SPECIAL "FEED EXPRESS" ORDERED FOR ONE DEALER

remark was the enthusiasm of a man whose every desire is to do each job just a little better. It is interesting to know that Mr. Eaton succeeded in getting six more cars, for when the locomotive on the "Thousand-ton Special" came steaming into the Harlem Valley it was pulling 60 cars—over 1,200 tons of Larro Feeds.

## HAY TRAFFIC SPURT FORECAST

A probable increase in the next three months of about 1 per cent in the level of agricultural and industrial activity in midwest territory, as compared with the closing quarter of 1928, was predicted at the October meeting of the Midwest Shippers' Ad-



visory Board in Des Moines, Iowa. The territory covered by the board's activities, and included in this forecast, comprises the states of Illinois, Iowa and Wisconsin, western Indiana and northern Michigan.

According to the reports presented by the commodity committees comprising the Midwest Board, an increased level of activity in the coming three months, as compared with the corresponding months a year ago, will be shown in 13 lines. These increases range from 20 per cent in the case of hay, straw and Alfalfa to slightly more than 1 per cent in the movement of iron and steel.

### MEMBERS OF FEED INDUSTRY INVITED TO CAPITAL

The Association of Feed Control Officials of North America has extended an invitation to all members of the feed industry to meet with it at the next meeting in Washington, D. C., October 31 and November 1.

L. E. Bopst, secretary, states in a special announcement that the association would appreciate the attendance of members of the feed industry at the meeting, to join with control officials in the discussion of problems of mutual interest. The Raleigh Hotel has been selected for the meeting place. Members of the association are engaged in planning a suitable program.

### COTTONSEED AND MEAL IN NARROW RANGE

Trading in cottonseed during early October in the Memphis exchange pit was fairly active, outside orders coming mostly on the buying side while selling was supplied by local longs, some liquidation of October contracts, and quite a little hedgings in the deferred deliveries by gin interests and owners of cash seed. The October position still carries an attractive premium over the actual, plus freight to Memphis, and the months beyond having retained a carrying charge premium averaging almost \$1 per ton for each 30 day period. Average opinion, as reflected by orders through the wire houses, seem to favor the buying side of seed in the deferred deliveries, at below \$40, while selling dries up at about that level. The strength in meal has been a sustaining influence while oil, cotton lint and hulls have displayed only negative strength.

Cottonseed meal has advanced and declined irregularly at a price range of about \$1 per ton, with \$40 as a dividing line between those working for higher prices, and others bearishly inclined on the recent break in grains and stocks. Trade demand, however, is in large volume at anything below \$40 and this buying has checked every decline materially under a \$40 level. Considerable mill selling developed early on the break to \$39.50, but this tonnage was put under contract easily and the cash market is again up to a basis of \$40, encouraged by the unfavorable weather conditions experienced lately. Mill selling, as a total, has run into a very large tonnage, and many crushers report as being sold up for October, and some for November and December. October continues to hold relatively firmer than the deferred futures, and some think the spot month will work to an attractive premium over December, and possibly over January which up until the last few days has traded at an attractive carrying charge beyond the fall months. A turn in the grain markets and a continuation of present unfavorable weather conditions could advance cottonseed meal easily and rapidly.

### FEED MILL STOCK OPENS TRADE

Two thousand shares of Allied Mills stock at \$18 a share was the initial trade in the new securities market of the Chicago Board of Trade, opened last month. Quaker Oats Company securities are the highest priced stocks listed on the new exchange.

By board officials, the opening of this new market is hailed as a great opportunity for milling concerns and other industrial organizations of the Middle West. Stocks of such concerns, it is pointed out,

will find a broad, central market in their immediate vicinity.

On May 1, the new Board of Trade Building will be completed, and the grain, cotton and stock brokers will move back to La Salle Street, into the largest exchange building ever erected.

### MIDDS FOR YOUNG PIGS

Unless the elevator dealer is offering a branded pig food, the following formula, varied to suit local needs, may be recommended for pigs being weaned:

22½	per cent	flour middlings
64	"	ground corn
8	"	tankage
4	"	linseed meal
1½	"	minerals

Ground oats may be substituted for the flour midds; cottonseed meal or fish meal, depending on current prices, for the linseed meal. Three or 4 per cent of ground Alfalfa, or other leguminous hay, will balance the ration if pasturage is poor.

### CARVINGS ADORN NORTH ISLAND GRAIN WAREHOUSE

Probably the most elaborately designed grain storage plant in the world is the Maori tribe warehouse shown here; it is located on North Island, part of the British dominion of New Zealand. The tribesmen place no little faith in the carved faces and other charms which stud this warehouse. How else can the grain be protected against the fire, flood, and insect hazards of the island?

Facilities along the coast for handling the grain imports and exports of New Zealand are far



MAORI GRAIN STORAGE, NEW ZEALAND

more modern than those situated far inland. Over 5,000,000 bushels of grain, including wheat, oats, corn, and barley have been imported by New Zealanders in a single year. This figure is the net importation, that is, imports less exports. In years favorable to growing and harvesting crops, net exports of wheat have amounted to 100,000 bushels a month, and just 17 years ago, the greatest grain export record in New Zealand history was hung up, when 4,117,000 bushels of oats were shipped out, along with 222,000 bushels of barley and 419,000 bushels of wheat.

### HAY MARKET STEADY

Hay markets were generally steady with a moderately active demand absorbing limited offerings at most markets during the week ending October 5 states the Weekly Hay Market Review of the United States Bureau of Agricultural Economics. Scattered showers with warmer weather during the past week has improved pasture conditions east of the Rocky Mountains but in some sections of the Central West pastures are still short. Ranges were somewhat improved in many western areas but more rain is needed in some northwestern districts.

Timothy markets showed a firmer tendency with some improvement in demand. Receipts at Boston were lighter during the week and with a fair inquiry accumulating were considerably reduced. Prices were notably unchanged. Offerings at New York were also extremely light and demand was only moderate but sufficiently active to absorb arrivals at prices around \$1 to \$2 per ton over those of week ago. Arrivals at Pittsburgh were small and with a stronger inquiry prices advanced slightly. The Cincinnati market was also strengthened

with a more active demand but the volume of trading was restricted as a result of the small receipts. While orders from the South were better, this trade was limited as a result of offerings at lower prices from the other North Central states. At Chicago, the light country loadings of last week were reflected in small receipts during the week, but the market was showing a stronger tone with the quality of the offerings somewhat better than recently. Scarcity of high grade hay at St. Louis resulted in a firmer market for these types and prices advanced around \$1 per ton. Offerings of lower grades exceeded demand and shipping outlet was limited as a result of liberal offerings of ordinary hay at southern markets.

Middle western Alfalfa markets were generally steady with only moderate receipts. Demand was active, particularly for the high grade hay suitable for dairies. Arrivals at Kansas City for the week were moderate and contained only a few cars of top grade leafy Alfalfa for which demand from local dairies was very active. Mills were also good buyers but shipping demand was dull. Offerings at Omaha were somewhat heavier with weather conditions favorable to country loading but consuming demand was light with pastures still furnishing considerable feed.

Pacific coast Alfalfa markets were somewhat irregular. At San Francisco the rather slow demand was sufficiently active to absorb the limited offerings and prices were steady. Buyers were apparently awaiting heavier marketings with the nearness of the rainy season but producers appeared reluctant to sell at current quotations which were around \$2 to \$3 under last season's high reached in August. The fifth cutting was in progress in some sections with the quality good and yields about normal. Export movement was restricted by scarcity of shipping space. The market at Los Angeles showed a slightly weaker tone with limited demand. Quotations at the close of the week were around 50 cents below those of a week ago. Only a few direct sales to consumers were reported and merchandising among dealers was absorbing a large portion of the arrivals. Prices at Hynes and Norwalk were reduced with delivery prices on similar grades as low as at the Macy tracks and Los Angeles.

Prairie hay markets held steady to slightly higher with markets showing a firm undertone. At Kansas City, the demand was active.

### DUTCH FEEDERS PREFER TO MIX OWN RATIONS

Holland feed dealers estimate that 95 per cent of the concentrates used in Netherlands are bought in the form of cake and only 5 per cent in the form of finely ground meal, according to a report from Commercial Attache Jesse F. Van Wickel. The favorite meal concentrate is that made by the farmers themselves from linseed cake. That feed is used almost exclusively for feeding cattle, swine being fed principally on mixtures of corn, barley and other feeds.

Linseed meal has been preferred by generations of Dutch farmers and generally speaking remains so. Yet there has been in recent years some increase in the use of other nutritious feeds such as peanut cake, fish meal and animal meal. There are no official figures available to indicate the quantities of the various feeds consumed nor of the form in which fed.

Trade sources are of the opinion that feeders do not buy much mixed feeds as they prefer to do their own mixing. They do, however, buy a comparatively small amount of cake made in the form of briquettes which are generally composed of molasses, straw and linseed or peanut meal. The agricultural station reports a large increase in recent years in the use of mixed fodders for poultry as well as for hogs of varying age.

The use of commercial mixed feeds has increased during recent years, though not to an appreciable extent. Moreover, the co-operative preparation of mixed fodder, particularly for poultry, shows an increase while preparation of mixtures on the farm itself shows a tendency to



**MINERAL VALUE OF TANKAGE CITED  
BY AUTHORITIES**

In a preface to its recent report on the inspection of tankage and other feedstuffs, the Control Division of the Kansas State Board of Agriculture stresses the value of tankage in the modern balanced ration. At the same time, warning is issued to buyers to contract only for the well-established, reliable brands of this ingredient. "Red Top" Tankage, for instance, was one of the tankage brands subjected to analysis and officially approved as fulfilling its guarantees.

"Tankage is an important feed in Kansas," declares the department, "and forms a valuable addition to the carbohydrate feeds such as corn and barley. The value of tankage is not confined to its protein content, as the mineral constituents, largely tricalcium phosphate ( $\text{Ca}_3(\text{PO}_4)_2$ ), found in the ash of tankage, are also of marked value."

**THE TEXAS IDEA OF A HIGH-  
POWERED SWINE FEED**

Although the following formula for a hog feed concentrate was developed at the Texas Agricultural Experiment Station in Brazos County, it represents a carefully balanced ration that may well find application far outside the Lone Star State.

Following the theory now advanced by both college authorities and mixed feed manufacturers, this concentrate is recommended for use in connection with definite feeding directions. How a feed is fed, say the authorities, is just as important as what is in the feed. This mixture should be rationed out in the proportion of one pound of the supplement to seven pounds of the usual ground grains.

**49 PER CENT PROTEIN CONCENTRATE:**

60 per cent protein digester tankage.....	60 per cent
43 per cent protein cottonseed meal.....	28 per cent
Alfalfa meal .....	10 per cent
Steamed bone meal.....	2 per cent

Elevator operators making feed by this formula are allowed to designate the mixture as "Approved by the Texas Feed Conference Board."

**SALT, BONE MEAL, LIMESTONE  
NEEDED IN DEALER'S STOCK**

It is virtually impossible for any single elevator manager or other feed dealer to carry enough prepared feeds to meet every special purpose need of customers even in a small area. Side-line stocks of such ingredients as salt, finely ground limestone, and bone meal make the local dealer's line flexible so that special needs can be met economically and efficiently.

The need of minerals in the ration of calves and growing heifers is a case in point. For certain periods in the growth of all farm animals, an extra mineral supplement is necessary. For the calves and growing heifers, state feed experts in Connecticut recommend:

100 pounds steamed bone meal
100 pounds very finely ground limestone
100 pounds fine cattle salt

This mixture, in the absence of other special mineral preparations, should be fed at the rate of three pounds to every 100 pounds of grain ration.

**MEAGRE HAY SHIPMENTS TO  
NEW YORK**

By C. K. TRAFTON

Business continued quiet in the New York hay market during the past 30 days, but as the slow demand was offset by light to moderate arrivals there was no important or permanent change in prices. The meagerness of arrivals was especially marked early in the month, there being several days when not a single car was received at the Manhattan rail terminal, while arrivals by river boats were also much smaller. This small movement, of course, was traceable to the fact that farmers were too busy gathering corn and other late crops, or else with their fall planting, to load hay.

As so often the case, the average quality of the arrivals was rather low, practically no No. 1 hay coming in and not a great deal of choice No. 2. Moreover, demand was still almost entirely for the better descriptions, and as a consequence the

premiums on top selections were well maintained. Clover-mixed hay made up a considerable proportion of the receipts. With farmers rapidly getting their more important fall work cleaned up, they will have more time to attend to their hay and as a consequence experienced and conservative traders here look for at least a fair increase in the movement to market as they are convinced that because of the ample supplies in sight farmers will be eager to sell as quickly as possible.

In well-informed quarters, however, it is conceded that really desirable hay will remain as scarce as it has been for so long, and hence they expect that present price differences between superior and inferior grades will be maintained, and possibly they will be increased.

**FEED FOR THE HIGH-PRICED BABY  
BEEVES**

Elephantine proportions no longer are looked upon by meat packers as ideal for beef carcasses. Feed dealers alert to this current trend to "flapper beeves," are now recommending a special purpose feed to serve the needs of feeders who are developing beef according to the new specifications.

Beef calves six months old and weighing about 450 pounds are just the right weight to continue on full feed for about 200 days to produce good to choice baby beeves. As a result of several feeding trials with beef calves of this weight and age at the Wisconsin Experiment Station, the following average daily ration for the feeding period can be advised. It is understood, however, that the ration suggested is an average for the period and that at the start the amount fed per day will be somewhat less and near the close somewhat more than the amount stated as the average for the period.

Shelled corn .....	6 to 8.00 pounds
Linseed meal .....	.75 pounds
Cottonseed meal .....	.75 pounds
Clover or Alfalfa hay.....	3.00 pounds
Corn silage .....	8 to 12.00 pounds

In this ration ground barley could replace corn, but the daily gain of fattening calves fed barley is likely to be slightly lower than when corn is fed, and barley usually costs more than corn. Pigs are not able to recover as much feed in the waste and droppings of cattle fed barley as from those fed corn. Well-bred calves so fed and handled should weigh 750 to 800 pounds at one year of age, when finished as baby beeves, and should command a sufficiently high market price to make the feeder a satisfactory return.

Baby beeves in the large cattle markets sell readily near the top price for finished cattle, and produce handy weight carcasses eagerly sought for in the retail meat trade to supply the present day demand for good quality light weight cuts of meat.

**NEWBIGINX TELLS ECONOMY OF  
SCOTTISH CHICK FEED**

The relative value of various grain mixtures for chicks is discussed in the 1929 volume of the *Scottish Journal of Agriculture*, by H. F. Newbiginx and R. G. Linton. Appealing to thrift-loving Scotch feeders, the authors show which rations make the most economical gains in live weight.

A mixture of dari or durra (variety of sorghum) hemp, millet, canary seed, groats, rice, lentils, peas, wheat, and maize, increased the chicks' weight, the authors report, more than the more simple mixtures of dari, millet, canary seed, and hemp—or of groats, lentils, rice, peas, wheat, and maize.

**GRAIN FIRMS COMPETE WITH MILLS  
FOR FEED TRADE**

Maryland, a typical eastern feed sales territory, is where the selling efforts of about 100 companies converge. Although most of the firms competing for the trade in this big market of small area, are milling concerns, there is a growing number of grain companies pushing their lines of balanced rations. The situation is indicative of the success many elevator companies are making with a line which began, in most cases, as a sideline.

The Linwood (Md.) Elevator Company is one of the grain companies giving the big mills a run

for their money. The Leeson Grain Company, Buffalo, N. Y., is an "outside" grain firm that disposes of ground grain screenings with molasses in the Old Line State. A Baltimore seed company also has entered the lists with a full line of balanced feeds. Altogether there are nine grain firms from five states selling mixed feed in Maryland.

**METAL IN FEED FATAL**

In spite of the availability of magnetic separators to those who grind their own feeds, and in spite of the abundance of prepared, branded feeds guaranteed to be free of metal and other foreign objects, nails and kindred objects in feed still take a great toll of life in valuable dairy herds.

A larger number of mature animals at the Government dairy experiment farm, Beltsville, Md., have died from the effects of swallowing nails, wire, or similar material than from any other one cause, according to the Bureau of Dairy Industry, United States Department of Agriculture. Autopsies made at this station showed that out of a total of 26 deaths over a period of years, 12 were due to swallowing foreign objects, the most common of which was a sharp-pointed piece of wire two or three inches long.

Such material collects in that part of the stomach known as the "honey comb" or reticulum. Some of the sharp-pointed objects may pass through the stomach wall and pierce the heart or other vital organ, with fatal results. Great care should, therefore, be exercised, warns the bureau, in handling and disposing of such materials as baleing wire, nails, and rusted-out fencing.

**FEED GRAIN PRODUCTION IN  
WORLD-WIDE DECREASE**

According to Government figures, there is less barley, oats and corn for the feed trade to handle this year than last. The greatest decline is in oats.

The 1929 barley production in 26 countries, which last year raised 79 per cent of the estimated Northern Hemisphere total production exclusive of Russia and China, is now placed at 1,245,934,000 bushels, a decrease of 5.4 per cent from the amount raised by the same countries last year, while the acreage as reported in 33 countries was 5.6 per cent above that of 1928. The earlier estimate of production in England and Wales has been increased by nearly 2,000,000 bushels and there has been a smaller increase in the German figure.

By the middle of September, 69 per cent of the barley had been threshed in the prairie provinces of Canada. It was estimated that 80 per cent of the barley had been threshed in Manitoba, 78 per cent in Saskatchewan, and 48 per cent in Alberta. Shipments of barley from the United States, Canada, Argentina, and the Danubian countries since July 1 amounted to 26,911,000 bushels, a decrease of 10.8 per cent from the shipments during the same period of 1928.

Stocks of barley in store in the Western Grain Inspection Division of Canada on September 20 amounted to 12,503,000 bushels, nearly twice as much as the 6,520,000 bushels on the same date last year. Canadian barley exports increased from 3,800,000 bushels during July to 4,212,000 bushels during August. Receipts of barley at Fort William, Port Arthur and Vancouver from August 1-September 20 amounted to 4,335,000 bushels, while the lake shipments were comparatively small.

**OATS**

The 1929 oats production in 22 countries, which last year raised more than 81 per cent of the estimated Northern Hemisphere production exclusive of Russia and China, now amounts to 2,731,570,000 bushels, a decrease of 12.1 per cent from the amount raised by the same countries last year. Preliminary estimates and revisions in several countries have raised the total for the 17 European countries reported to 1,223,951,000 bushels, or 2.8 per cent in the same countries last year.

By the middle of September, 62 per cent of the oats had been threshed in the prairie provinces of Canada. It was estimated that 78 per cent of the oats had been threshed in Manitoba, 58 per cent



in Saskatchewan, and 50 per cent in Alberta. Exports of oats from the United States, Canada, Argentina, and the Danubian countries from July 1 to the latest dates available total 7,145,000 bushels, a decrease of almost 62 per cent from the exports during the same periods last year.

Stocks of oats in store in the Western Grain Inspection Division of Canada on September 20 stood at 10,387,000 bushels, more than five times as much as on the same date last year. Receipts of oats at Fort William, Port Arthur and Vancouver from August 1-September 20 totaled 964,000 bushels, while shipments during the same period amounted to 1,995,000 bushels.

#### CORN

The 1929 corn production in 10 countries, which last year raised 84.5 per cent of the Northern Hemisphere total exclusive of Russia now amounts to 2,986,007,000 bushels, a decrease of 6.4 per cent from that harvested by the same countries last year. The six European countries reported, however, consisting chiefly of the countries in the Danubian basin, show a production more than twice as large as that of last year, or 523,466,000 bushels against only 256,911,000 bushels.

Net exports of corn from the United States, Argentina, the Danubian countries, and the Union of South Africa for the corn year beginning November 1, 1928 total 241,837,000 bushels, a decrease of 17.2 per cent from the amount exported during the same periods of the preceding year. United States corn exports during the week ended September 21 were one of the largest weekly exports since May. The Argentine shipment for that week was the smallest since the last week in July.

#### ST. LOUIS EXCHANGE AMENDS RULES

The St. Louis Merchants Exchange passed almost unanimously several changes in the millfeed futures trading at a meeting early this month.

One of the changes provides that during the last three days of a current option month no new commitments shall be permitted, beginning April, 1930.

Another regards a service charge amounting to 15 cents a ton which is not provided for at present. A third amendment changes the present commission charge to members for trades made for them in millfeed futures from the present rate of three-quarters of the regular commission to one-half thereof.

One of the most important changes is the amendment to the rule providing for commission charges. It is proposed that the present commission of 15 cents a ton be raised to 20 cents, or \$20 per 100-ton lot.

The final change is in regard to inspection of feed delivered on contract. The rule now requires a certificate of analysis on all commodities except bran, which shall be accompanied by a Merchants' Exchange certificate of inspection specifying that the bran is cool, sweet and sound.

#### NEW YORK FEED TRADE STILL IN LOW GEAR

By C. K. TRAFTON

The month under review in the New York feed market was featured by several radical changes in prices quoted for wheat feeds and by continued slow business. As a matter of fact, while offerings were fairly liberal and comparatively low prices were named occasionally, no important buying developed as, after all, no material concessions were in evidence for any length of time, the average level as a rule being above buyers' views. It was noted, however, that offers were more general, coming from southwestern and northwestern, as well as Buffalo mills; while a few Canadian offers were also received.

Even when concessions were offered, however, business was generally limited to scattered carlots. Spring bran, which was as low as \$35.50 at one time, advanced to \$37.50 and later reacted to \$36.75, compared with \$36 a month ago. Although standard middlings followed a similar course, a gradual widening of its premium was noted and at its latest price of \$39.75 it was \$1.25 higher than a month ago. Some mills seemed to be short

of Red Dog and hence the price advanced from \$44.50 to \$46 @ \$46.50 although demand was not very active; while Flour Middlings advanced \$1 to \$45.50.

On the other hand, hominy was somewhat of a glut on the market, buyers showing extreme indifference in spite of the fact that all the mills were offering White which broke \$4 within three weeks, the latest quotation being \$41.75 @ \$42.25. Although only one mill appeared to be offering Yellow, the price broke from \$45 to \$41.75 because of the poor demand. Linseed oil meal was still in poor demand, but the market was generally firm with little or no change in prices, 32 per cent being quoted at \$57.50 and 34 per cent at \$59.50. Demand was also light for cottonseed oil meal with prices showing irregular changes; 36 per cent being quoted at \$45; 41 per cent at \$48.75; and 43 per cent at \$51.75. There have been no offerings of domestic beet pulp as yet, but a fair trade was done in additional arrivals from Europe, the basis being slightly lower at \$44 @ \$45 f. o. b. cars, depending on quality. A little business was also done on the same basis for October shipment from abroad.

#### NEW FEED BRANDS

"DIXIE GOLD" for corn meal, mixed feed for animals and poultry; also other products. Gilmer Grocery Company, Indianola, Miss., and Memphis, Tenn. Filed June 27, 1929. Serial No. 286,242. Published September 10, 1929. Claims use since January 15, 1928.

"RED A" for horse, poultry, dairy and stock feeds. Aubrey & Co., Louisville, Ky. Filed February 12, 1929. Serial No. 279,209. Published September 10, 1929. Claims use since September, 1924.

"AUBREY'S" for horse, poultry, dairy, and stock feeds. Aubrey & Co., Louisville, Ky. Filed February



12, 1929. Serial No. 279,208. Published September 17, 1929. Claims use since September, 1924.

"CONCENTRIC CIRCLES" for stock feed. Hubbard Milling Company, Mankato, Minn. Filed July 15, 1929. Serial No. 287,141. Published September 17, 1929. Claims use since October 25, 1928.

"TYCO BROWNIE" for poultry feeds, dairy feeds, pig feeds, etc. The Aurora Flour Mills Company, Junction City, Kan. Filed June 5, 1929. Serial No. 285,061. Published September 24, 1929. Claims use since April 4, 1928.

"CANDIED COPRA." A sweetened and flavoring compound for relishing stock feed and the like. The Wooster Feed Manufacturing Company, Wooster, Ohio. Filed April 15, 1929. Serial No. 262,083. Published September 24, 1929. Claims use since June, 1928.

"DUPLEX" for poultry foods, to wit, chick mash, egg mash, scratch grains, chop feed, and growing mash. Southern Milling Company, Augusta, Ga. Filed February 7, 1929. Serial No. 279,010. Published October 1, 1929. Claims use since September 1, 1928.

#### Trademark Registrations Renewed

74,590. Stock Food. Registered July 27, 1909. Gulfport Grocery Company, Gulfport, Miss., a corporation of Mississippi. Renewed July 27, 1929. Registered October 1, 1929.

#### Labels

36,349.—Title. Dr. Hess Hog Special. For conditioner and mineral supplement for hogs. Dr. Hess & Clark, Inc., Ashland, Ohio. Published August 5, 1925. Registered September 24, 1929.

#### Trademarks Registered

261,182. Mixed feed, prepared wheat flour, and other products. The Merchants Company, Hattiesburg, Miss. Filed March 26, 1928. Serial No. 263,774. Published June 25, 1929. Registered September 10, 1929.

261,189. Prepared composition of animal, vegetable, and mineral ingredients in hardened plastic condition and broken into granular form, used as a

feed for poultry, livestock, dogs, game animals, etc. Chapin & Co., Chicago, Ill. Filed November 3, 1928. Serial No. 274,767. Published June 25, 1929. Registered September 10, 1929.

261,190. Prepared feeds for poultry. Chapin & Co., Chicago, Ill. Filed November 3, 1928. Serial No. 274,765. Published June 25, 1929. Registered September 10, 1929.

261,265. Baby-chick scratch, growing mash, chick starter, and laying mash. Hawkins Bros. Milling Company, Ozark, Mo.

261,389. Feed for cattle, sheep, swine, and poultry. Swift & Co., Chicago, Ill. Filed May 21, 1929. Serial No. 284,427. Published July 2, 1929. Registered September 17, 1929.

261,446. Poultry feeds, namely, scratch feed, developing scratch, chick feed, laying mash, growing mash, chick starter, fattening mash, pigeon feed, dairy feeds, and hog and stock feeds. Dietrich & Gambrell, Inc., Frederick, Md. Filed March 7, 1929. Serial No. 280,384. Published July 2, 1929. Registered September 17, 1929.

261,454. Stock and poultry feeds. San Francisco Milling Company, San Francisco, Calif. Filed April 19, 1929. Serial No. 282,681. Published July 2, 1929. Registered September 17, 1929.

261,470. Dairy feed, poultry feed, pig feed, and horse feed. Chapin & Co., Chicago, Ill. Filed May 17, 1929. Serial No. 284,165. Published July 2, 1929. Registered September 17, 1929.

261,992. Poultry feeds. Boonville Mills Company, Boonville, Mo. Filed May 27, 1929. Serial No. 284,668. Published July 9, 1929. Registered September 24, 1929.

#### FRENCH PROMOTE MADAGASCAR RICE TRADE

Madagascar, the Texas-sized island in the Indian Ocean, 300 miles off the east coast of Africa, has been a French colony for 33 years. This fact bears directly on the subject of Madagascar rice, the island's most important food crop.

One of the first agricultural colleges in the world was established by the French government there shortly after the colony was acquired in 1896. In it the natives and the imported colonists were trained in practical agriculture, and one of the major "courses" was the proper methods of cultivating, harvesting and storing the white grain. Warehouses



HULLING MADAGASCAR RICE; STILTED GRANARIES IN BACKGROUND

for rice, erected on stilts were urged as a protection to stored grain. More primitive types of grain storage plants were often swept away by the tropical storms. Natives have been slow to accept some of the scientific methods advocated by the resident governors from Paris, but the French colonists have aided greatly in starting the movement toward full adoption of modern methods.

Progress, nevertheless, has been slow, owing to the difficulty in procuring and keeping immigrants on the island. For years the government has followed a generous land grant policy to soldiers in the island garrison at expiration of their service terms. Cash bonuses also have been offered to settlers. But rice culture in Madagascar still remains largely in the hands of the natives who cling to the primitive grain trade practices of their ancestors. Rice exports from the island are negligible, grain only being used as ballast cargo for outgoing vessels.



CLAIMS NEW GRAIN TRADE  
PROBE IS FUTILE

Implying that the Government has undertaken an expensive investigation of a subject which does not need it, the *Northwestern Miller* says:

"Partly in response to the insistence of Senator Nye, of North Dakota, who believes that the grain trust is denying the wheat grower use of storage facilities for his wheat, and partly no doubt to inform itself in connection with setting up a grain marketing corporation, the Federal Farm Board proposes to investigate the amount of elevator space available for storing wheat, and the real or apparent need for increasing these facilities for the use of co-operative grower organizations.

"The objectives of the investigation, according to ex-governor McKelvie, member of the board, are given below, together with a lay and wholly inexperienced attempt to reply to them from available data with no inquisition whatever.

Query.—Availability and capacity of country elevators.

Answer.—Based on data covering actual stocks of wheat stored at country points,—not less than 200,000,000 bushels.

Query.—Availability and capacity of storage places at terminal markets.

Answer.—Actual figures of public and private elevators at the 35 principal markets and ports show a total grain storage capacity of between 375,000,000 and 400,000,000 bushels.

Query.—Rates and other conditions that are factors in determining the cost of storage and length of time which grain may be held in store.

Answer.—Storage rates on grain are so low that ownership of terminal elevators is profitable only when they are auxiliary to other industries or because of supplementary earnings through transfer, cleaning, mixing and merchandising activities of their operators. A considerable proportion of terminal elevators are owned by railroads as transportation necessities, and have to be leased at low rentals to operating companies.

Query.—Prices at country shipping points in relation to prices at terminal markets.

Answer.—The price of wheat at every shipping point in the country fully reflects the terminal price, less freight and such market hazards as cannot be insured by hedges in future markets.

Query.—A comparison of terminal market prices by grades and classes of wheat, cash and future, with prices at Winnipeg.

Answer.—The price of wheat at Winnipeg reflects the export market. The apparent high price at Winnipeg is due to the fact that the base price is on a very much higher grade and quality of wheat than in United States markets and to the further fact that Canadian government owned railway rates to seaboard are low. Reduced to like conditions, the United States price is uniformly higher.

"The farm board will not need to conduct any considerable investigation to learn that, with grain storage already available for more than half the average annual wheat crop, any addition to these facilities would be wasteful and uneconomic. The proper place for wheat reserves is on the farm, and not in costly terminal houses which necessarily must stand empty and unproductive through a greater part of the year. Just now the price of wheat is unduly depressed by the presence in these elevators of inordinate quantities of 'show window' wheat, which the farmer himself has sacrificed and which is taxing the physical and financial resources of the grain trade to carry until it is needed.

"The apparent ideal of every grain marketing upheavist is to create a system whereby every bushel of wheat grown can be sold on the instant at a guaranteed top price and carried in storage at no cost until it is needed for grinding into flour. The realization of such an ideal would require the economic and wasteful investment of hundreds of millions of capital in facilities for use a few months of each year and the employment of yet other hundreds of millions to carry the enormous wheat stock without the return of a dollar of interest.

"Senators Nye, Capper, etc., profess to believe that the wheat 'speculators' are doing something, they do not know just what, to the wheat grower. They are. Now and for several months past, the wheat 'speculators,' who, by the way, do not speculate, have been struggling with considerable success to keep the farmer's market open despite the burden of a tremendous surplus from last year's crop and an almost unprecedented rush to market from this year's harvest. The grower has done his foolish

best to break down these facilities, and has succeeded only in breaking prices, to his own great injury. But the machinery still is functioning, which probably is more than could be said, in the light of past experience, for any substitute Government-managed system unless created and operated regardless of expense out of public tax income."

OPEN BURLAP AND JUTE  
EXCHANGE

The New York Burlap and Jute Exchange, which will offer the same hedging protection for users of large quantities of burlap and jute as is provided for grain dealers in the grain option markets, has been organized and will operate with offices at 80 Wall Street, New York, N. Y. October 16 has been set as the opening day for business transactions.

As soon as trading is opened all users of burlap or jute, as feed manufacturers and flour millers, desiring to cover their future requirements will find it possible to purchase options for such deliveries. Later they may resell their options on the exchange but during the intervening time they will have had protection on price.

CHICAGO BOARD TAKES  
DRASTIC ACTION

As a culmination of the controversy between the Chicago Board of Trade and the Chicago Stock Exchange over securities trading, the directors of the Board on October 15, presented a new rule which will be voted on by the membership in 10 days. The proposed rule is:

"No member of this association shall be permitted to trade on any other exchange in the city of Chicago whose constitution, by-laws, rules or regulations prescribe or limit the trading privileges of our members on our own exchange."

This is the Board's answer to the Stock Exchange rule which prohibits members from trading in any exchange in Illinois listing stocks which are also listed on the Stock Exchange. Attempts have repeatedly been made by the Board of Trade to arrive at some understanding with the Stock Exchange, whereby firms which are members of both bodies could have equal privileges in both associations. Nothing has come of these attempts, and the proposed rule is advanced as a show down.

Of course this puts the members holding dual memberships in an embarrassing position and they have appointed a committee to reach a compromise. Allen M. Clement of Clement, Curtiss & Co. was chosen chairman. Albert E. Cross, L. Montiflore Stein of Stein, Alstrin & Co., Charles Sincere of the firm bearing his name, and T. E. Cunningham of Harris, Winthrop & Co. were chosen.

THE OUTLOOK FOR WINTER  
WHEAT IN 1930

Producers of Winter wheat should not plan their 1930 production with the expectation that wheat crops in foreign countries will be so short as to provide a market for their wheat equal to that of the present season, says the United States Department of Agriculture. Should farmers carry out their expressed intentions this fall to seed a wheat acreage 1.2 per cent greater than they seeded last fall, the average abandonment and average yields, production would continue to be well above domestic requirements and the 1930 Winter wheat crop would have to be marketed upon an export basis. With normal or average yields in Canada, Argentina, and Australia, producers must count upon keen competition in world markets.

With average abandonment and average yields, the 43,271,000 acres of Winter wheat which farmers report intentions to sow this fall would produce a crop of about 567,000,000 bushels. In the last six years the acreage actually sown has averaged about 4½ per cent below reported intentions. A continuation through September of the unusual drought now prevailing over a large part of the Winter wheat belt might reduce actual plantings by more than the usual amount, especially in the central and

eastern parts of the belt, while with favorable weather fall sowings may equal or exceed the intended acreage.

The world market for wheat of the 1930 crop probably will be no better and may not be as good as that for the present season. Yields of Spring wheat in the United States and Canada this year have been very low and prospects now are that yields in Argentina and Australia will also be lower than usual. Farmers should not depend upon similarly reduced yields next year keeping down the world wheat crop. The world's carryover into July, 1930, is expected to be considerably smaller than the carryover into the present marketing season. The greatest reduction will be made in the carryover in the United States. The reduced carryover will help to offset the increase in world production which would result if yields in 1930 should be average. The reduction in carryover, however, is not likely to be sufficient to offset the increase in crop from average yields, and consequently the average world market prices for the 1930-31 marketing season probably will not equal the average of prices realized for the 1929 crop.

Looking further ahead, United States farmers must expect to meet continual keen competition in export markets from Canada, Australia and Argentina. Furthermore, there is a possibility that Russia may again be a factor in the world market in a few years. In view of the general tendency for expansion of acreage in the principal exporting countries, it seems very doubtful if prices of wheat in world markets during the next few years will average much above the levels of the past six years, unless unfavorable conditions should result in a series of unusually low yields.

The production of Hard Red Winter wheat is on a level far above domestic requirements. With planting equal to intentions, average abandonment and average yields would result in a crop of about 328,000,000 bushels, whereas the normal requirements for seed, feed and flour for domestic consumption is about 200,000,000 bushels. The bulk of the Hard Red Winter wheat crop is produced in the four states of Kansas, Nebraska, Oklahoma, and Colorado. The area sown in these states increased steadily from 18,316,000 acres for the crop of 1924 to 22,459,000 acres for that of 1928. The sowings for the 1929 crop showed a reduction to 21,466,000 acres, and farmers in August reported intentions to sow about the same acreage this fall.

The production of Soft Red Winter wheat is now on a level only slightly above normal domestic requirements. If sowings this fall should equal intentions and if there should be average abandonment and yields, a Soft Winter wheat crop of about 176,000,000 bushels would result, while normal domestic requirements are about 160,000,000 bushels. The production of wheat in the Soft Winter wheat areas has shown a marked downward tendency in recent years and if this tendency is continued the United States will soon be producing less wheat of this class than has been its normal requirement in past years. While low protein Hard Winter wheat can be substituted for Soft Winter wheat readily enough that requirements are not rigidly fixed, a continuance of the present downward tendency of acreage in the eastern part of the Winter wheat belt would probably result within a few years in Soft Red Winter wheat ordinarily selling at prices above those of Hard Red Winter.

BEET sugar factories in Great Britain produced 97,451 tons of dry feed pulp in the 1928-29 sales period, and sold 86,849 tons for use in the United Kingdom. Over 10,000 tons were exported. Nearly half of the current production is "molassed-pulp."

THE soy bean crop of South Manchuria was seriously affected by floods in August, which destroyed from 25 to 50 per cent of the crop. This area supplies about 40 per cent of the beans raised in China.

DUE to the shortage in the rice crop it is estimated that the amount of gapek meal available for export from Java will be 50 per cent less than normal, according to a report from American Trade Commissioner Barringer.



## ASSOCIATIONS

DAKOTA FARMERS' CONVENTION  
IN DECEMBER

The South Dakota Farmers' Elevator Association has selected Sioux Falls, S. D., as its next convention city for the 1929 meeting which will be held on December 10, 11 and 12, according to an announcement received by Ben B. Lawshe, secretary of the Sioux Falls Chamber of Commerce from F. H. Sloan, who is now at Huron, manager of the association.

OHIO DEALERS PLAN NOVEMBER  
MEETING

The Ohio Grain, Mill & Feed Dealers Association, with main offices in Toledo, Ohio, will hold its semi-annual fall meeting on Wednesday, November 6, at the Deshler Hotel in Columbus, Ohio.

A luncheon will be served at 12 o'clock to be followed by the business session. Good food and good speakers are promised those attending. Non-members are invited as well as those belonging to the association.

Edgar Thierwechter is president of the organization, O. Perry Hall is vice-president and W. W. Cummings is secretary-treasurer.

NEBRASKA OPERATORS TO MEET  
THIS MONTH

The Nebraska Association of Grain Elevator and Mill Operators plans to hold its first annual convention the twenty-ninth and thirtieth of this month at the Lincoln Hotel, in Lincoln, Neb.

T. B. King, president, of Central City, will deliver the opening address, followed by J. N. Campbell, secretary, and Cobe S. Venner, treasurer. Then John Baker, of Hutchinson, Kan., traffic representative of the Association will report on the progress of the work. Professor Stewart, extension agronomist of the Nebraska College of Agriculture, will discuss "Our Mutual Problems", after which C. H. Brasee, of Omaha, Neb., will talk on "Fire Prevention in Country Elevators". Following this, Harry Clark, chief inspector of the Omaha Grain Exchange, will deal with the practical features of grain inspection. A banquet will be held the first night in the Lincoln Hotel, to be followed by an address by John E. Curtiss, chairman of the Nebraska state railway commission.

H. J. McLaughlin, secretary of agriculture, will address the convention on the second morning. C. D. Sturtevant, of Omaha, will speak on "Trade Associations a Necessity." Immediately following this will come the election of officers and adoption of resolutions.

## CONVENTION CALENDAR

October 29-30:—Nebraska Association of Grain Elevator and Mill Operators, Lincoln, Neb.

November 6:—Ohio Grain, Mill & Feed Dealers Association, Deshler Hotel, Columbus.

December 10-12:—South Dakota Farmers Elevator Association, Sioux Falls, S. D.

## TRANSPORTATION

## CANADIAN PORTS IN BIG TIE-UP

The most congestion of grain in the annals of history is being experienced by Canadian shipping ports. Practically all elevators at export and bay ports, as well as at the head of the lakes, are loaded to overflowing. The lack of a demand from overseas is keeping all boats locked in the harbors.

At Fort William and Port Arthur shipping is at a standstill; loaded carriers are waiting orders to move eastward but there appears to be no sign of alleviation of the situation in the East so there is slight possibility of their moving. There are 74,000,000 bushels in store at the lake head. Due to the congestion at Montreal and Port Colborne, vessels stocked with wheat in eastern Canada are unable to unload at elevators.

No vessels are up-bound to the head of the lakes for grain, owing to the lack of demand for tonnage. The tie-up is virtually complete with almost no export market for Canadian flour.

"Wheat Pool interests are evidently banking on a 'long shot' in their expectations that grain prices will soar to high levels later in the year or early

next spring," declared W. J. King, operating manager of the Canadian Steamship Lines.

The Canadian government is watching the situation, but as matters now stand it is a question entirely between producers and their pools and grain buyers generally. There is no disposition to criticize the policy of trying to secure the best price possible for the Canadian commodity although it is hoped that in striving to do so those directing the matter may overreach themselves.

Figures show that the effort to halt the grain rush to Port Arthur and Fort William had increased storage in interior elevators, but lake head storage increased as well.

## TO PROTECT CENTRAL FREIGHT ASSOCIATION RULING

The National Traffic League, together with various state and local associations, has decided to hold a meeting around the date of the annual meeting of the National Industrial Traffic League which will take place in Chicago next month, at which time a protest against the short notice given the public to submit its views on the proposal of the Central Freight Association to increase the railroad stop-off charge from \$6.30 to \$10 will be heard.

It was tentatively agreed that Friday, November 22, should be fixed for the day of the hearing and since the quarters of the Central Freight Association are inadequate to accommodate the number of people who will attend, the National Industrial Traffic League will make arrangements at the Palmer House for that purpose where it will hold the meeting.

NEW RATES HELP SOUTHWEST WHEAT  
GROWERS

Revised freight schedules on grain to be shipped from Kansas City to Louisiana and Texas Gulf ports for export, which have been filed with the Interstate Commerce Commission, will have the effect of placing the wheat growers in the Southwest on a parity with the Northwestern and Canadian growers as regards the aggregate cost of transportation from the principal terminal markets to the consuming centers of Europe, according to an announcement by the Bureau of Agricultural Economics.

Reductions so far announced are limited to export shipments from Kansas City to Louisiana and Texas Gulf ports. While the new export rates on wheat which went into effect on October 1 meant an increase of 2.7 cents per bushel over the emergency rate, which expired on September 30, the new rate represents a permanent reduction of seven cents per 100 pounds, or 4.2 cents per bushel from the regular rates that were in effect before the emergency rates were granted last May. In the case of corn the new charge will represent an effective reduction of seven cents per 100 pounds, or 3.92 cents per bushel, from the rates heretofore in effect.

## OPEN NEW MISSISSIPPI BARGE LINE

A new barge line service between Cincinnati and New Orleans will be opened in June, 1930, by the Mississippi Valley Barge Line Company of St. Louis, Mo., according to information from officials of that company to the New Orleans dock board.

It is understood that 50 barges and five towboats are now under construction and will soon be delivered. A bi-weekly service is said to be in contemplation, with a downstream schedule of six days from Cincinnati to New Orleans and an upstream schedule of 12 days. Intermediate points will be served, including Louisville and Memphis.

This will be the third large barge line service in operation between New Orleans and the upper valley. Those now operating are the Mississippi-Warrior branch of the Inland Waterways Corporation, which reaches as far as St. Paul-Minneapolis on the Mississippi, and the American Barge Line which reaches as far east as Pittsburgh.

## JAY BEE INSTALLATIONS

Jay Bee Feed Grinders have recently been installed in the following plants. The size and type of machine are indicated in each case:

W. E. Pierson, Osceola, Neb., No. 4 "W" 75-horsepower motor; Biddison Coal & Grain Company, Leon, Iowa, No. 3 "UX" 30-horsepower motor; Chas. Mis. County Mfg. Co., Platte, S. D., "W" 60-horsepower motor; Montrose Co-operative Association, Montrose, Mo., No. 3 "UX" 30-horsepower motor; Farmers Elevator Company, Stockham, Neb., No. 4 "W" 60-horsepower motor; Sanford & Son, Movill, Ia., No. 3 "W" 50-horsepower motor; Lafayette Elevator Company, Lafayette, Colo., No. 3 "W" 60-horsepower motor; H. A. Allman, Wheaton, Mo., No. 2 "S" 40-horsepower motor; Sabetha Mill & Feed Store, Sabetha, Kan., No. 4 "W" 75-horsepower motor; Plymouth Milling Company, Lemars, Iowa, No. 4 "W" 75-horsepower motor; Warren-Lamb Lumber Company, Rapid City, S. D., No. 3 "W" 60-horsepower motor; Roberts Fuel & Feed Co., Loveland, Colo., No. 3 "W" 60-horsepower motor; Commerce Milling & Elevator Co., Wichita, Kan., No. 3 "UX" 30-horsepower motor; Shrimpton Milling Company, Ainsworth, Neb., No. 3 "W" 50-horsepower motor; Battle Creek Roller Mills, Battle Creek, Neb., No. 4 "W" 75-horsepower motor; Farmers Elevator Company, Callaway, Neb., No. 3 "S" 50-horsepower motor; Northland Seed Company, Sidney, Mont., No. 3 "W" 50-horsepower motor; Fred A. Wenit, Parker, S. D., No. 3 "W" 50-horsepower motor; T. H. Boschult, Pierce, Neb., No. 3 "S" 50-horsepower; Nutrena Feed Mills, Kansas

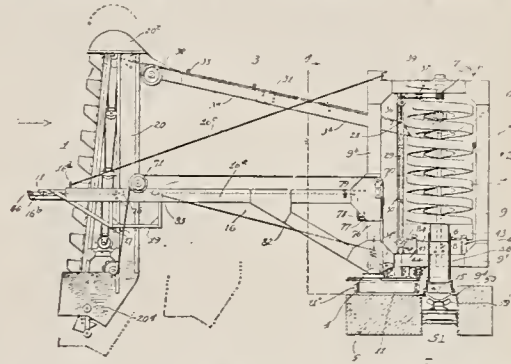
City, Missouri, No. 4 "W" 75 horsepower; Missouri Farmers Association, Springfield, Mo., No. 4 "W" 100-horsepower motor; Nutrena Feed Mills, Kansas City, Mo., one No. 4 "W" 75-horsepower; Missouri Farmers Association, Springfield, Mo., Puritan "Jay Bee" Molasses Mixer; Fullerton Elevator Company, Fullerton, Neb., No. 4 "W" 50-horsepower motor; Staley Milling Company, Kansas City, Mo., No. 4 "W" 75-horsepower motor; Quisenberry Gold Bond Feed Company, Kansas City, Mo., No. 4 "W" 75-horsepower motor.

## GRAIN TRADE PATENTS

## Bearing Date of July 16, 1929

Conveying Apparatus. George F. Lee, Wilkes-Barre, Pa. Filed May 15, 1926. No. 1,720,843. See cut.

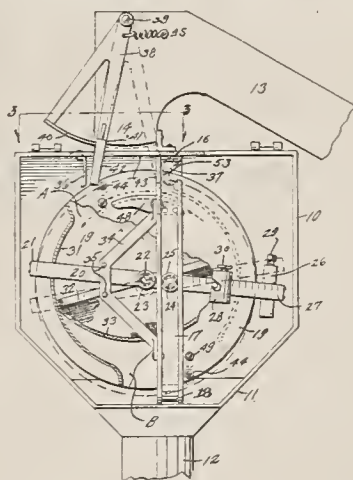
Claim: 1. In a conveying apparatus, the combination of an elevating member, an upright convolute receiving chute, a transfer member extending at an angle between the two for transporting the raised



material to the chute, and having its discharge end changeable in position to deliver the material between any selected adjacent convolutions of the chute, and means for adjusting the elevating member to and from the receiving chute, said transfer member being extensible to permit of said adjustment of the elevating member.

Grain-Weighing Machine. Wiggert Langerak, Pella, Iowa, assignor of one-half to Meyer Langerak, Pella, Iowa. Filed February 4, 1926. No. 1,721,025. See cut.

Claim: In a weighing machine, a casing, a vertically movable weighing rotor therein having pockets, said casing having an opening in its top through which grain may be discharged into the pockets of the rotor, and aprons extending from the top of the casing



downwardly toward the rotor for preventing grain from being discharged into the casing outside the rotor, one of said aprons being pivotally supported to ride on the rotor in position always inclined somewhat from the vertical.

## HAINES FEED MIXERS

The Grain Machinery Company, Marion, Ohio, has recently installed Haines Feed Mixers in the following plants. The size and type of machine are indicated in each installation:

C. P. Bauer, West Lafayette, Ohio, No. 1 Belt Driven; Myers Elevator, Sullivan, Ohio, No. 1 Belt Driven; Owing Bros., York, Pa., No. 1 Belt Driven; Myers Milling Co., Harrison, Ark., No. 3 Belt Driven; Ottawa Grain Milling Company, Ottawa, Ohio, No. 3 Motor Driven; P. W. Davis, Leipsic, Ohio, No. 1 Belt Driven; Star Mills, Louisville, Ohio, No. 1 Belt Driven; M. W. Zimmerman, Mapleton, Kan., No. 3 Belt Driven; Staufer Heistand, Letitz, Pa., No. 3 Belt Driven; E. D. Steenrod, Delavan, Wis., No. 1 Motor Driven; A. G. Smith, Crafton, Calif., No. 3 Motor Driven; Farmers Co-operative Elevator, Caro, Mich., No. 3 Motor Driven; Clarks Mills Flouring Mills, Clarks Mills, Wis., No. 1 Belt Driven; Holsberry & Moore, Plant City, Fla., No. 3 Motor Driven; Carton County Produce Company, Moose Lake, Minn., No. 1 Belt Driven; Johnson & De Long, Clinton, Wis., No. 1 Belt Driven; Shannon Grain & Seed Company, Stillwater, Okla., No. 1 Motor Driven; Walter A. Mof, Salem, Ohio, No. 3 Motor Driven; C. A. Putnam, Browns, Ill., No. 1 Belt Driven; Raabe Bros., Ft. Jennings, Ohio, No. 1 Motor Driven; A. H. Duffy, Morenci, Mich., No. 1 Belt Driven; Altus Grist Mills, Altus, Okla., No. 1 Motor Driven; C. Irvin Fangbauer, Bellevue, Ohio, No. 1 Motor Driven; The Dells Milling Company, Augusta, Wis., No. 3 Belt Driven.

The federal court at Amarillo, Texas, awarded \$3,000.25 to the Jesse C. Stewart Company of Pittsburgh in its case against C. R. Garner & Co. for breach of contract in shipment of cottonseed oil meal.



## FIELD SEEDS

THE PERSONALITY BACK OF  
REID'S YELLOW DENT

As revealed in the pages of Paul De Kruif's book\*, "Hunger Fighters," the personality of James Reid furnishes a particularly interesting study for the seed dealing fraternity that has first-hand knowledge of the great volume of seed required annually to fill the Reid Yellow Dent demand. Although the brief sketch of James Reid is more valuable when read in connection with the accounts of other famous seed breeders in the book, the following excerpts are given here—as seeds sometimes are given—as a sample:

"Accidental was the beginning of Reid's beautiful corn, as chancy as the start of the Marquis wheat in Canada. Old Robert Reid, sire of the poetic James, had trekked west from the Red Oak settlement in southern Ohio by prairie schooner in forty-six; and after the custom of pioneers he took with him his own special Ohio corn, the Gordon Hopkins. The very first spring, Settler Robert put the seed of his pet Gordon Hopkins under the new Illinois ground. And that spring the robins shivered and looked forlorn and the puddles of water stood too long on the black ground, and the green shoots of maize struggled up, slow and irregular, in this new country where it didn't belong. 'Got to get some kind of a crop—' muttered Robert. He fished around, got a few pecks of the native corn of the country, the Indian corn called 'Little Yellow.' With a hoe he went through the fields putting the seed of the 'Little Yellow' in the hills where his Gordon Hopkins hadn't come up.

"That year the pollen and the eggs of the Gordon Hopkins and the Little Yellow were married by the prairie wind: Such was the birth of the Reid Yellow Dent . . .

"James Reid, son of Robert, was born for an artist, but his father was poorly, and Jim had to start out throwing the harness over the team's back while he was still in knee pants and before he was tall or strong enough he was guiding a plow. 'I had a fool idea I might be a picture painter,' Jim confessed through his beard in his old age. But corn was the one way to put food in the mouths of his father, now doddering, of his good wife, of his daughter Olive. So Jim took out his hankering for loveliness on gazing at marvelously cylindrical yellow ears of maize, pretty bastard children of the Little Yellow and the Gordon Hopkins.

"In the autumn he sat, caressing those ears, reveling silently in the feel of them, picking out for seed with an uncanny eye for the form and look of them. And here around Delavan ran rumors of another hundred-bushel-to-the-acre corn. Was it in the nature of these ears to yield so heavy? Or was it just James Reid's good black land? Or was it because he was a good farmer keeping strength in his soil by the manure from his herd of cattle, by his shrewd rotation of crops? Who knew? Who then had the science to compare the yield of this Reid Yellow Dent? Surely not James Reid, who shuffled without ever a word down the arched avenues made by the rows of his maize, a sack slung over his shoulder, picking out ears that pleased him!

"How did you pick out your seed, Mr. Reid?"

"The Lord knoweth; I am his pupil," answered that sage after the manner of a pious middle western oracle.

"While his corn became the rage of the prairie, Reid was a failure in business, having only certain private and sniffling dreams of beauty. But business can use dreamers, and the able seedsman, Gene Funk, when he started selling seed corn from his flat back thousands of acres around Bloomington in the early nineteen-hundreds, sent the enthusiastic corn professor, P. G. Holden, down to get the 'very finest Yellow Dent from James Reid for breeding.'

"Reid had no patent. There were no royalties.

"Holden was a lean, bespectacled and bearded corn crank, and he found the venerable James sitting in his corner, looking solemnly down his long white beard at one of those perfect ears, better than nine inches long, each kernel slightly and smoothly dented, every kernel a unit in a row straight as if God had drawn a ruler alone it.

"Said Reid to Holden: 'Here's a very nice ear,' which was a great deal for that close-mouthed sage to say.

"Why do you select that one?" asked Holden.

"An insufferable silence . . .

"A drawl, a murmur: 'Oh . . . O don't know, exactly . . . I guess—because I like it!'

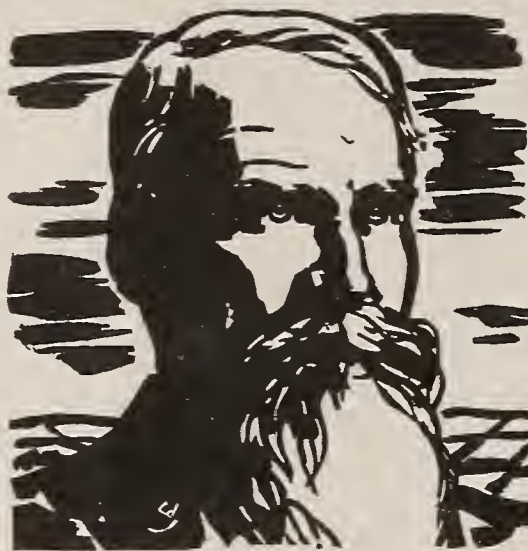
\*Published by Harcourt, Brace & Co., New York; a worthy addition to the library of every grain and seed dealer.

"But botheration! Here was Holden, the corn authority, sent down by his boss, Gene Funk, to learn why James Reid liked his pet ears—that also happened to yield so heavy. Holden kept at it: 'Is it because the ear is rounded, well filled at the butt? Or do you consider the kernel to be just the proper depth? Or is the color of it just right?'

"The sphinx took his time . . . 'Yes, you're right . . . I guess it's because of all those things . . . and more too . . .'

"It was exactly as if some enterprising boy just out of college should go to Carl Sandburg to ask him how he wrote his poems. How the deuce could the most eminent professor—and Holden was an acknowledged corn shark—learn how to pick out the best yielding ears of corn from such a mum and enigmatical man as this patriarch, James Reid?

"Reid was a terrible business man; he had no tongue for ballyhoo nor any impresario; but he was a showman all the same. His corn was lovely; to all the fairs roundabout he sent it, and he himself didn't go with it, but he didn't have to; those tremendous golden cylinders made up of close-packed, keystone-shaped kernels spoke for themselves. They had to be champions, those ears of Reid's! Mysterious is the spread of grain over the surface of the American land, for reasons,



JAMES REID  
As Portrayed by Zadig, in "Hunger Fighters"

sometimes, as finicky as a fashion, as a rage for short dresses and no hips among women. Not because they were sure the Reid Yellow Dent corn was the best yielder did the common men of the corn belt begin to bellow for it, not because it was tough against a plague, as Mark Carleton's Durum wheat was resistant to the black stem rust, did they howl for it. They clamored for this Reid corn because it won the Grand Sweepstakes ribbon, \$50 in cash, and a Parlin and Orendorff breaking plow at the State Fair at Peoria; because it stood the judges on their heads at Chicago and was dubbed 'World's Fair Corn.'

"Here you had dirt-farmers, clods of men not knowing one note of music from another, unable to tell a real painting from a chromo: but they'd turn their pockets inside out for a bushel of Reid's original seed, they paid such silly prices as \$150 for a bushel of it. They turned six states green in the summer and gold in the autumn with it until 750,000 out of every million acres of corn land in the corn states were growing corn whose ancestors stemmed from a certain little corner in central Illinois. The Reid corn was beautiful.

"It cannot be proved that this Yellow Dent maize, grown by James Reid himself, selected by him, would not grow a record crop on just the right rich black land . . . But this was the rub: every Tom, Dick, and Harry didn't have Reid's knack."

SEED DEALERS FACE COMPLEX  
PROBLEMS IN DAILY ROUTINE

Many agricultural authorities, and farmers too, fail to appreciate the function of the dependable seedsman, a speaker recently told the Wisconsin State Seed Council. He is unable to control in any fashion, it was emphasized, the raw materials with which he must work, but the quality of the finished product is regulated by both state and national legislation.

He is not responsible for the imperfections of his

product, and the weed seeds are not of his own making. Thus, it was stated, the progressive seedsmen of the United States are in an eternal struggle to successfully cope with the weed problem as represented in the seeds they are called upon to handle.

SOMETHING MORE THAN PURE SEED  
LEGISLATION NEEDED

By F. W. KELLOGG

I have long held to the opinion that the enforcement of pure seed legislation could be only a part and a small part of a sound agricultural policy. Unless properly fortified by an intelligent control of the production and distribution of noxious weed seeds at the source, the enforcement of seed control legislation would prove an ineffective gesture. I still hold this view. If the state is justified in making an appropriation to enforce the seed law, it cannot consistently continue to avoid an equal responsibility in respect to weed control. The weed menace has become steadily more aggravating until now we face the very real problem of finding a way of living with our weeds and attempting to find ways and means of holding them in check.

Improved methods and new mechanical devices have enabled the well equipped commercial seedsmen to do his full share in the elimination of the seeds of some of our most troublesome weeds, from crop seeds as they are produced on the farms. The weed plants remain on the farms, however, to aggravate an already serious situation, so our efforts must be directed to the real source of noxious weed seed infestation.

It has been estimated that Wisconsin agriculture suffers an annual loss of about \$40,000,000 as a direct or indirect result of the weed situation. An estimate of such loss is an approximation at best, although it serves to emphasize that it is a very serious burden upon the agricultural income of the state. This situation has been developing gradually for many years and it is apparent that even a partial cure must be a very long, patient, laborious process. Surely, however, enough is at stake to warrant the employment of a small staff to devote its entire time and energy to this one problem. A start should be made even in advance of the adoption of a complete program of weed control. The department and the college of agriculture can undoubtedly devise some simple first aid methods for effective weed control.

## PURE SEED FOR HIGH GRADES

Under the new Canadian grading rules, the higher grades of barley have to be from 90 to 95 per cent pure. Such a percentage of purity can only be obtained, Dominion cerealists declare, by using pure seed. The best means of obtaining such purity, they say, is the purchase of registered seed. This might prove too expensive for the average grower, but he can sow each year at least five acres of registered seed. Then it is recommended that the product from the "registered acres" be used the following year for seeding the balance of the land.

Seed treatment as approved by government seed experts, consists of formalin application at the rate of one pound formalin to 35 gallons of water. This mixture is said to be strong enough for the control of smut and most other fungi adhering to the grain.

If pure seed is obtained every year from the Canadian Seed Growers' Association (registered seed), it should be tolerably free from loose smut. This disease is difficult to treat, as the spores are in the seed. The hot water treatment is effective, but is very difficult to perform. Therefore, the average grower will find it better to purchase disease-free seed.

HOW LOCAL BUYERS AND SEED  
WHOLESALE CO-OPERATE

The term "co-operative" has become so widely accepted as meaning a farmers' elevator association, that its original meaning for the grain trade and allied industries, at least, has been pushed into the background. The word "co-operate" as applied to local buyers and wholesale seedsmen has a special significance. By joining forces, trade observers report, the wholesale seed dealer and local purchasers of country-run Alsike, White Clover, and Timothy seed, can do much to discourage the production of weed-infested seed.

Under the buying methods now employed, the producer of poor seed very often gets far more than

(Continued on Page 266)





## ILLINOIS

R. E. Bowers has improved his plant at Rowell (Maroa p. o.), with a 10-ton Fairbanks Scale.

The Turner-Hudnut Company has installed a 20-ton Fairbanks Morse Scale in its elevator at Macon.

Air lift truck dumps have recently been installed in the plant of the Paxton (Ill.) Farmers Grain Company.

New 10-ton truck scales have been installed in the plant of the R. R. Meents & Sons Grain Company at Clifton.

A new air-pressure truck and wagon dump have been installed in the plant of the Farmers Grain Company at Seaton.

Phillips & Corray, of Fithian, are replacing the 10-ton wagon scales in their plant with Fairbanks Heavy Truck Scales.

The H. M. Johnson Elevator Company has improved its plant at Ulah (Cambridge p. o.) with an all-steel truck lift.

The Farmers Co-operative Elevator Company has equipped its plant at Loda with a 20-horsepower Fairbanks Morse Engine.

The West Brooklyn (Ill.) Farmers Co-operative Grain Company has remodeled its grinding room and has installed two truck lifts.

The Earlville (Ill.) Farmers Co-operative Elevator Company will build a new addition to its elevator. The old house is being torn down.

The Montgomery Elevator Company of Moline, is building a brick, concrete and steel addition to its office, which will cost around \$7,600.

Two Fairbanks Morse Motors and a new drive have been added to the equipment of the Sadorus (Ill.) Co-operative Grain Company.

H. C. Vollmer & Co., of Lostant, is now operating as H. C. Vollmer. The interest of the late B. G. Hager has been taken over by Mr. Vollmer.

The new \$15,000 elevator of the Arnold (Ill.) Co-operative Grain Company was completed recently and is in operation. It is equipped with modern machinery.

E. W. Davis is building a large elevator at Sullivan which will be completed in time for the sunflower and soybean crops. The house will adjoin the old mill building.

The Bushnell (Ill.) Co-operative Company has completed a new office, and has increased its elevator capacity from 8,000 to 15,000 bushels. A new dump has been installed.

The American Milling Company has completed a 600,000-bushel unit to its elevator at Peoria. The company's total grain storage capacity is now approximately 1,500,000 bushels.

The old Halliday mill at Cairo is being converted into a modern elevator of 125,000-bushels' capacity. It will be operated by electric motors and will have no river connection.

The Pillsbury Flour Mills Company is installing machinery in the new elevator which it is building at Springfield. The house will be ready for operation not later than November 1.

The Stronghurst (Ill.) Grain & Merchandise Company will install a new motor to replace the 10-horsepower motor which recently burned out. No damage was caused to the building.

The Farmers Grain Company is operating its new elevator at Savoy. The house is modern and is equipped with Fairbanks Morse Motors, truck lifts, etc. The old house is being torn down.

The Farmers Grain Company has completed a 15,000-bushel unit to its elevator plant at Dalton City. New equipment, consisting of a truck dump, dust collector, new roller bearings, etc., has been installed.

The elevator of the Cullom (Ill.) Co-operative Grain Company has been remodeled, and equipped with two truck lifts, three five-horsepower electric motors, new belts, elevator cups, etc. The company has also rebuilt its office.

The Federal Grain Company, Inc., has added to its chain of elevators the Farmers Grain & Supply Company at Annawan. They paid \$12,000 for the plant. The Federal company has bought houses recently at Mineral and at Atkinson.

C. S. Scott, of Pana, and W. C. McGuire, of Maroa, have been operating since the first of the month the

Illioipolis (Ill.) Farmers Grain Company which they purchased recently, including elevator and equipment.

The business of the Nokomis (Ill.) Farmers Co-operative Grain Company has been taken over by the Nokomis Equity Elevator Company. The latter company is composed of stockholders of both concerns who will operate the company's 40,000-bushel elevator.

## WESTERN

Fred Mosher has closed his elevator at Flagler, Colo.

Chatterton & Sons, Lansing, Mich., have opened a branch at Billings, Mont.

The Gibbs & Driscoll Company, Twin Falls, Idaho, is now operating as the Gibbs Elevator Company.

A 33,000-bushel cribbed elevator has been completed for the Orofino (Idaho) Rochdale Company.

The Trinidad Bean & Elevator Company, Fowler, Colo., has added to its holdings the S. A. Larkin plant.

The Aetna Grain Company has purchased a one-fourth interest in the elevator of Snell Bros., of Miles City, Mont.

A new concrete elevator of 200,000-bushels' capacity is being built at Denver by the Colorado Milling & Elevator Company. The new house will adjoin the plant recently purchased from the Farmers Union Milling & Elevator Company.

The Post Falls (Idaho) Grain & Mill Company has been recently established to handle grain, feed, flour, hay and coal.

The Moomaw Grain Company plans to increase the capacity of its elevator at Walsh, Colo., and to install new machinery.

W. O. Marshall is operating his new grain elevator at Connell, Wash., which was completed in time to receive this year's crop.

A new elevator will be erected in 1930 at Bartlett, Colo., by L. H. Pettit. He has recently completed a new office, equipped with scales.

The Aetna Grain Company has installed an electric motor in its elevator at Forsyth, Mont. A gasoline engine was formerly used for power.

The Trinidad Bean & Grain Company is building a 10,000-bushel elevator at Sterling, Colo., which will be ready for operation by January 1.

The Shelby (Mont.) Grain Company is operating its new 28,000-bushel elevator, completed a few weeks ago. The old elevator was torn down.

A 30-horsepower electric motor has been installed in the elevator of the Lamar Flour Mills at May Valley (Lamar, p. o.), and also in its plant at McClave, Colo.

The house of the Farmers Elevator Company at Enid, Mont., has been purchased by the Occident Elevator Company. It will be used for storage.

The grain storage elevator which is being erected at Seattle, Wash., for the Fisher Flouring Mills Company, will be ready for operation by January 1.

A 100-foot addition is being added to the White Dulaney warehouse at Potlatch, Wash. With the new addition, the warehouse will be 500 feet long.

The St. Anthony & Dakota Elevator Company is repairing its houses in Montana, located at Tiber, Cut Bank, Chester, Wagner, Rudyard, Gildford, and Kremlin.

A 32,000-bushel bulk grain elevator is being erected at Sprague, Wash., for Joseph Gaffney and Samuel Ringwood. This is the first bulk grain elevator to be built at this point.

Work will start shortly on the construction of a 100,000-bushel elevator for the Ritzville (Wash.) Warehouse Company. Part of the present sack warehouse will be torn down to make room for the new elevator.

The Port of Tacoma, Wash., has asked for bids on the construction of a 500,000-bushel grain elevator and dock at Smith Cove which will cost approximately \$550,000. Construction work will start as soon as contracts are awarded.

The Harris Livestock Company, Moorcroft, Wyoming, has completed its new elevators at Moorcroft and Arvada. The former house has a capacity of 18,500 bushels, and the latter of 10,000 bushels. The company has leased elevators, owned by the L. Z. Leiter estate, at Clearmont, Big Corral, and Beebe.

## SOUTHERN AND SOUTHWESTERN

McGrath Bros. are operating their new 25,000-bushel grain elevator at Pringle, Texas.

John Schenk has leased his elevator and hay barns at Welch, Okla., to Earl Russell.

The Tom Bean (Texas) Grain Company is making extensive improvements on its plant.

The Canadian Mill & Elevator Company, El Reno, Okla., has added two rooms to its office space.

The Arkoma Grain Company is building a grain elevator of 60,000 bushels capacity at Quinton, Okla.

The Stewart Hay & Grain Company, Chelsea, Okla., plans to rebuild its hay barn which burned last summer.

A 50,000-bushel elevator and feed mill are being built at Hart, Texas, for the Farmers Grain Company of Tulsa.

The A. F. Miller Company, Houston, Texas, has been incorporated to deal in grain. The company is capitalized at \$10,000.

Rosenberg Bros. & Co. are operating the A. B. Shoemaker cleaning plant at Modesto, Calif., as a grain and bean cleaning plant.

The Lonergan Grain & Feed Company is operating the plant at Vinita, Okla., formerly operated by the Vinita Mill & Elevator Company.

The S. E. Cone Grain & Seed Company of Lubbock, Texas, has recently completed three 10,000-bushel elevators in the South Plains section.

The W. L. Chalfant Grain Company has completed an 8,000-bushel elevator at Reydon (Cheyenne p. o.), Okla. The company handles grain, feed and coal.

The Chapman Milling Company of Hale Center, Texas, has enlarged its warehouse and made extensive improvements and additions to its elevator.

The Celina (Texas) Mill & Elevator Company is building a plant, of steel and concrete construction, to replace the one which burned some time ago.

A 1,000,000-bushel elevator will be erected at Enid, Okla., for the Oklahoma Wheat Growers Association. It will be completed in time for next year's crop.

The R. F. Grim Grain Company, Aline, Okla., has been incorporated with a capital stock of \$10,000. Incorporators are R. A. Grim, F. E. Grim, and J. A. Sackett.

Contracts are to be let this month for the construction of the Galveston (Texas) Wharf Company's new 6,000,000-bushel elevator, final plans for which have been approved.

The Empire Grain Corporation of Oklahoma City, Okla., has been incorporated with a capital stock of \$5,000. Incorporators are Frank Vandever, Ora M. Vandever, and Helen K. Vandever.

Contract has been let for the construction of a \$150,000 terminal at Helena, Ark., for the Inland Waterways Corporation, as previously mentioned. The house will have an hourly capacity of 9,000 bushels.

The Tex-O-Kan Flour Mills Company, organized recently as a controlling company for the J. Perry Burrus interests, is increasing its capital stock to cover construction costs of elevators to be erected at Dallas, Texas, and Kingfisher, Okla.

The Mullins-Brackett Grain Company has been newly organized and established at Fort Worth, Texas. The principals of the company are P. J. Mullins and R. C. Brackett, who have been in the grain business in Texas and Oklahoma for the past 25 years.

The Nashville (Tenn.) Warehouse & Elevator Company has let contract for the erection of a 250,000-bushel head house which will be completed next January. This house will replace the one which burned recently and will be used in connection with the 400,000-bushel storage unit which was not damaged by the fire.

The Federal government assumed control on October 1 of the river and rail terminal at Memphis, Tenn., according to report from T. Q. Ashburn, chairman of Inland Waterways Corporation. The city of Memphis controls the warehouses and storage facilities. Work will start in a few months on a grain elevator to be erected by private capital, it is reported.

Contract has been let by Samuel Gambel, Elkhart, Kan., for the construction of a 15,000-bushel studded, iron-clad elevator at Harmer (Boise City p. o.),



Okl. The elevator will be modern and equipped with a 2,000-bushel leg, an eight-bushel automatic scale, dump, 10-horsepower Fairbanks Morse Engine. The plant will also include a three-room office.

## THE DAKOTAS

Ralph Kositzky of Winner, S. D., has let contract for a new elevator pit.

The Farmers Elevator Company, Canton, S. D., is remodeling its office.

A head drive has been installed in the J. G. Ryan elevator at Holabird, S. D.

James Carlon has installed a scale and a dump in his elevator at Dante, S. D.

The Eldridge (N. D.) State Bank has bought the Farmers Elevator Company.

The Farmers Elevator at Craven, S. D., has been rebuilt at a cost of \$16,000.

The Star Elevator Company at Vashti, N. D., has sold its house to Lee Dodge.

The Farmers Elevator Company has leased the O'Shea elevator at Horace, N. D.

The Marshall County Grain Company has leased the Olson elevator at Spain, S. D.

A grain cleaner has been installed in the Woodworth elevator at Van Hook, N. D.

The Bradshaw Elevator Company has purchased the Everson elevator at Lennox, S. D.

A. A. Stavert has bought the house of the Monarch Elevator Company at Auburn, N. D.

The Valley Grain Company has installed a grain cleaner in its elevator at Warwick, N. D.

A new elevator is to be built at Witten, S. D., it is reported. Ray Hibbs will be manager.

The Fleischmann elevator at Argonne, S. D., has been equipped with a hydraulic grain dump.

The Farmers Union Elevator Company has repaired and improved its house at Nahon (Aberdeen p. o.), S. D.

The Farmers Union has bought the elevator of the Des Lacs (N. D.) Co-operative Company.

L. E. Brener has equipped his elevator at Howard, S. D., with a new pit and new steel boot tanks.

The Star Elevator Company of Belfield, N. D., has sold its house to the Aetna Grain Company.

Improvements to the extent of \$10,000 have been made on the Sparling Elevator at Cavalier, N. D.

The Farmers Union Elevator Company is completing its 35,000-bushel elevator at Belfield, N. D.

Modern electric motors have been installed in the Atlas Elevator Company's plant at Junius, S. D.

The Silverleaf (N. D.) Farmers Elevator Company has recently purchased the Monarch Elevator.

Herman O. Foss, of Karlsruhe, N. D., has bought the house of the Farmers Elevator Company at Denbigh.

The Northland Elevator Company has sold its elevator at Crosby, N. D., to the Osborne-McMillan Company.

C. A. Skele, manager of the Farmers Elevator at Finley, N. D., has leased the Farmers Elevator at Pickert.

The Farmers Elevator Company has improved its plant at Maddock, N. D., with a Fairbanks Morse Motor and a drive.

The elevator of the Star Elevator Company at Beulah, N. D., has been leased by the Monarch Elevator Company.

The Rosebud Grain Company has let contract for the excavation for an elevator which it will build at once at Wood, S. D.

The Great Western Grain Company's elevator at New Effington, S. D., has been acquired by the Osborne-McMillan Company.

The Victoria Elevator Company has opened the Powers Elevator at Barlow, N. D., which it is using for additional grain storage.

G. Yonker has installed a new cleaner in the elevator at Max, N. D., recently purchased from the Woodworth Elevator Company.

J. G. Ryan is installing new equipment in his elevator at Highmore, S. D., consisting of a leg, boot, and spouting throughout.

The Powers Elevator Company has equipped its plant at Medina, N. D., with a Fairbanks Morse Truck Scale and a truck dump.

The elevator of the Farmers Union Shipping Association at Presho, S. D., is being remodeled and improved with new equipment.

The E. I. Bullock elevator at Conde, S. D., has been improved with a steel boot tank, a 10-ton Fairbanks Morse Scale, and a dump.

The Stanley County Market Association has improved its plant at Fort Pierre, S. D., with a new leg, cups, roller bearings, and pits.

The Farmers Grain & Lumber Company, Tulare, S. D., which recently acquired the Siberz Bros. & Craig elevator and lumber business and which oper-

ated for a time as the Tulare Grain & Lumber Company, has been incorporated with a capital stock of \$25,000. Incorporators are Ernest Steinby, Carl Siberz, H. H. Binger, and J. M. Siberz.

The Co-operative Elevator Company of Benedict, N. D., has equipped its plant with four Fairbanks Morse Motors and two head drives.

Concrete storage tanks of 50,000 bushels capacity have been completed at Minot, N. D., for the Farmers Co-operative Elevator Company.

The E. A. Brown Company, Luverne, Minn., has improved its plant at Hanton (Watertown p. o.), S. D., with a dump and 15-ton scale.

The Sheyenne (N. D.) Co-operative Elevator Company is building a 45,000-bushel annex to its 50,000-bushel house built three years ago.

George P. Sexauer & Son, Brokings, S. D., is operating its new elevator, recently completed, at Cottonwood, S. D. It is equipped with modern machinery.

The Madison (S. D.) Grain Company, Inc., has been incorporated with a capital stock of \$25,000. Incorporators are Marcus Aus, Myrtle Aus, and C. H. Jones.

New equipment, consisting of Fairbanks Morse Engines, drive, and manlift have been installed in the plant of the Farmers Elevator Company at Antler, N. D.

A 25,000-bushel bin is being erected by the Equity Exchange of McLaughlin, S. D. The company will have a storage capacity of 50,000 bushels with this new addition.

A Farmers Elevator Company has been formed at Ruso, N. D. The organization has bought one of the elevators in Ruso and will handle their own crops this year.

The Pollock (S. D.) Grain Company, Inc., has been incorporated with a capital stock of \$25,000. Incorporators are Robert Parrott, W. O. Peterson, and Lydia Parrott.

The St. Anthony & Dakota Elevator Company will complete this month its new house at Stampede (Columbus p. o.), N. D. This elevator replaces the one which burned recently.

J. A. Frank is operating a grain and fuel business in the Atlantic Elevator at Oakes, N. D., which he purchased a short time ago. Mr. Frank sold his elevator at La Moure last summer.

The Crooks (S. D.) Grain Company has been incorporated with a capital of \$25,000. Incorporators are Hemming Tideman, D. M. Carpenter, Theodore B. Johnson, and John E. Pearson.

The Monarch Elevator Company of Albee, S. D., has recently acquired the Farmers Elevator at this point which it will use for its general elevator business, while its present elevator will be used for storage purposes.

The Osborne-McMillan Elevator Company of Minneapolis, Minn., is operating the Spaulding terminal elevator at Grand Forks, N. D., which it recently added to its chain of elevators. The house has a capacity of 100,000 bushels.

The Farmers Union Co-operative Elevator Company has let contract for the construction of a 45,000-bushel, 15-bin elevator at Stanley, N. D., to replace its house which burned in August. The structure will be of reinforced concrete.

The new 40,000-bushel elevator, recently completed at Carbury, N. D., for the Farmers Co-operative Company, as previously reported, is equipped with two stands of elevator legs, double distributor, 10-ton Fairbanks Dump Scale, automatic scale, five unit separator, manlift, etc. A 25-horsepower Fairbanks Morse Engine furnishes power.

## INDIANA

The Hamlet (Ind.) Feed & Grain Company has installed a truck dump.

The Nathan Grain Company has installed a scalper in its plant at Leota (Scottsburg p. o.).

James Hanna, of Willow Branch, has bought an elevator at Fairland which he will operate.

The elevator at Aylesworth has been leased to a Mr. Sowash of Crown Point.

The Worthington (Ind.) Grain Company has completed the new addition to its plant.

Henry H. Crum has improved his plant at Milan with a 40-horsepower electric motor and a feed grinder.

A truck dump has been added to the elevator equipment of the Goodrich Hay & Grain Company at Durbin (Noblesville p. o.).

The Fuhrer-Ford Milling Company will rebuild shortly its grain elevator at Mt. Vernon, which was destroyed by fire.

A combination wagon and truck dump has been installed in the plant of the Farmers Co-operative Company at Ligonier.

Martin Nading, owner of the Flat Rock (Ind.) Elevator, has taken over the operation of the house which was leased to Martin Cutsinger. Walter Nading will continue as manager. A truck

dump is being installed and other modern equipment.

The Bremen (Ind.) Custom Grinding Company has installed in its plant a corn cutter, grader, sheller, and other equipment.

The National Elevator Company plans to rebuild its house at Indianapolis which burned last June. John W. Jordan is president.

John D. Baumgartner has sold the plant of the Farmers Grain & Milling Company at Milford Junction (Milford p. o.) to Frank Beer.

The Morocco Grain Company is now operating its new elevator at Enos (Morocco p. o.). This house replaces the one which was destroyed by fire.

George DeHaven, formerly manager of H. C. Arnold & Son's elevator, has bought the elevator on the Nickel Plate tracks at Bluffton. He will also grind feeds.

The Terre Haute (Ind.) Public Elevator is operating as a Government bonded public elevator, the Paul Kuhn 1,000,000-bushel elevator which it recently purchased.

The quipment of the plant of Crabbs-Reynolds-Taylor Company, Westpoint, has been improved with a dump for its four grain sinks. It is operated by a two-horsepower motor with a high speed chain drive.

The Bingham Grain Company, Inc., Indianapolis, has appointed H. J. Berry as trustee to liquidate its business. A quantity of unhedged cash corn is said to have caused the present situation. The company will pay 100 cents on the dollar according to all indications.

The Vigo Elevator Company, Terre Haute, has filed re-organization papers under the name of the Terre Haute Terminal Elevator Corporation. The directors are John W. Jordan, W. T. Harris, and Lawrence Scott.

The Farmers Mill & Elevator Company, whose house at South Whitley recently burned, has let contract for the erection of a 24,000-bushel wood and iron-clad elevator of cribbed construction. It will be equipped with a corn sheller, two chain feeders, shaker feeder, dump, 75-horsepower feed grinder, automatic scale, manlift, corn cracker, corn and grain cleaner, feed mixer, etc. The company is carrying on its feed and coal business in a temporary office building which is later to be replaced.

The Soft Wheat Growers Association recently voted to form an elevator corporation and to handle barley, oats, rye and soybeans in addition to wheat. They will erect a large central elevator either in Indianapolis or Chicago, according to present tentative plans. With this expansion, the organization is considering a new name. The committee appointed for the elevator corporation consists of Frank Arn of Montezuma, president of the board of directors; B. B. Benner, of Mays; William H. Gary of Fulton; Guy Cantwell of Gosport, and L. K. Wykoff of Valparaiso.

## OHIO AND MICHIGAN

The Tamah (Ohio) Elevator Company (Celina p. o.), is dissolving its company.

The Kerr Grain & Hay Company will build a small elevator at Melvin, Mich.

The Dodson (Ohio) Elevator Company (Brookville p. o.) has installed a car loader in its plant.

The Grass Lake (Mich.) Farmers Elevator Company is increasing its office space.

H. G. Grabenstetter has purchased the grain elevator of G. Haury, at Erhart, Ohio.

A new power unit has been installed in the elevator of Guy Currey at South Solon, Ohio.

The Sugar Ridge (Ohio) Grain Company has installed a corn sheller and grain cleaner.

The North Branch (Mich.) Elevator Company is making extensive improvements on its plant.

The Pewamo (Mich.) Elevator Company has protected its plant with copper cable lightning rods.

A carload storage tank has been installed in the plant of the De Graff (Ohio) Hay & Grain Company.

The Sneath-Cunningham Company of Millersville, Ohio, has taken over an elevator at Plymouth.

A corn sheller has been added to the equipment of H. W. Giddings & Son's plant at Milledgeville, Ohio.

The C. R. Bailey Elevator Company has added several large coal bins to its plant at Laingsburg, Mich.

Rea Cramer has added a building to his elevator plant at Wharton, Ohio, for the storage of fertilizer.

Carl M. Wendt and associates have bought the elevator and coal business of A. Tosch & Son at Capac, Mich.

The Eureka Elevator Company, a consolidation of the Brown City (Mich.) Feed & Exchange and the Brown City Coal & Supply Company, is completing its new elevator on the site of the old



Eureka elevator at Brown City. The principals are A. S. Detweiler and W. R. Neumann.

The Cleveland (Ohio) Grain Company is covering the workhouse of its elevator at Mansfield with corrugated iron.

A combination wagon and truck dump has been added to the equipment of the People's Mercantile Elevator at Old Fort, Ohio.

An elevator will be built at Cass City, Mich., on the site formerly occupied by the Eureka Milling Company's plant, which burned some years ago.

The Tustin (Mich.) Elevator & Lumber Company has replaced its engine power with a 25-horsepower induction motor, located in a fire-resistive room.

The Deshler Farmers Elevator Company is equipping its plant at Custar, Ohio, with a sheller, cleaner, and cob burner. A new dust collector has been installed in the company's plant at Deshler.

Copper cable lightning rods have been placed on the elevator of Charles Cool & Son at Webberville, Mich. The feed grinder has been equipped with a separator to remove tramp iron from stock to be ground.

Single phase alternating current motors have been installed in the plant of the Shaftsbury (Mich.) Elevator Company. The motors are enclosed in fire-resistive enclosures built of asbestos, lumber, and concrete.

The Farmers Elevator Company, Mason, Mich., is remodeling its plant and installing a grain cleaner and four fully enclosed self-ventilated motors, equipped with push button starters and low voltage and overload time limit protection.

B. F. Brunke, Fountain, Mich., has added the seventh elevator to his chain, with the recent purchase of the former co-operative elevator at Howard City, Mich., owned and operated by the Michigan Milling Company of Grand Rapids.

The Bad Axe Grain Company has equipped its plant at Harbor Beach, Mich., with three Fairbanks Morse Ball Bearing, Fully Enclosed, Self-Ventilated Motors. The motors are controlled by automatic switches having low voltage and overload time limit protection.

## EASTERN

The Leeson Grain Company, wholesale grain dealers at Buffalo, N. Y., for some time, have discontinued business.

Remz Bros. of Brooklyn, N. Y., have purchased the grain and feed business operated for many years by E. H. Rogers at Port Jefferson and East Setauket.

## MISSOURI, KANSAS AND NEBRASKA

Frank Kucera plans to build a small elevator at Tribune, Kan.

A. H. Hewes has completed his elevator at Charleston, Kan.

The Cherokee (Kan.) Grain Company has bought the Kelso elevator.

The Goodland (Kan.) Equity Exchange has completed its new elevator.

The Levasy (Mo.) Elevator Company has completed its new elevator.

The Farmers Elevator Company is operating its new plant at Ramsom, Kan.

The Weatherford elevator at Utica, Kan., has been covered with galvanized iron.

A. Wally has taken over the elevator of the Mann Grain Company at Montrose, Mo.

The Canton (Kan.) Grain Company has been incorporated with a capital of \$20,000.

The Farmers Elevator Company has installed a new drive in its plant at Lewis, Kan.

The W. R. Stephenson elevator at Scott City, Kan., has been taken over by V. M. Harris.

The C. D. Jennings Grain Company has closed temporarily its elevator at Frederick, Kan.

The Arnold (Kan.) Grain Company has equipped its plant with a five-bushel automatic scale.

The Lyons (Kan.) Flour Milling Company is building a 50,000-bushel steel storage tank.

The S. F. Gilman Mill Company has installed a 15-ton truck scale in its plant at Neligh, Neb.

George E. Gano has completed a 35,000-bushel studded, iron-clad elevator at Alexander, Kan.

The Jetmore (Kan.) Elevator Company is equipping its plant with faster handling equipment.

The Crowell Elevator Company has recently improved its plant at Emerson, Neb., with a new truck dump.

The elevator of the C. C. Isely Lumber Company, Garfield, Kan., has been enlarged and remodeled.

A 10,000-bushel grain elevator will be built on the Frenzen ranch, southeast of Benkelman, Neb.

The Trans-Mississippi Grain Elevator, Omaha, Neb., which burned some time ago, is to be rebuilt.

The directors of the Farmers Union Company of Summerfield, Kan., will close the business and dispose of the elevator and property at public auction.

The Light Grain & Milling Company, Ryus (Santana p. o.), Kan., has installed an electric power plant.

The elevator of the Shannon Grain Company, Goodland, Kan., has been enlarged, and the office rebuilt.

The Marion (Kan.) Co-operative Equity Exchange will install a truck dump this fall in its Rock Island elevator.

Fred Mosher has purchased from the C. S. Parker Grain Company its elevators at Dellvale and Norton, Kan.

The Osborne (Kan.) County Farmers Union has equipped its plant with anti-friction bearings and new cups.

The Leoti (Kan.) Mill & Elevator Company has equipped its elevator with a Fairbanks Morse 10-ton truck scale.

The plant of the Krause Elevator Company, Hay Springs, Neb., has been improved with a new 15-ton truck scale.

The Ford (Kan.) Co-operative Exchange has added to its equipment a wheat treating and grading machine.

The Ryan Grain Company, McCracken, Kan., has equipped its grain cleaner with a 20-horsepower electric motor.

The George E. Gano elevator at Rush Center, Kan., is being improved with a 10-horsepower Fairbanks Morse Motor.

The Farmers Co-operative Elevator & Supply Company plans to improve its plant at Hope, Kan., with new ball bearings.

The Dunbar Grain Company has installed a five-horsepower ball-bearing Fairbanks Morse Motor in its plant at Haviland, Kan.

The Farmers Co-operative Union plans to increase the storage capacity of its elevator at Sterling, Kan., and to install a feed grinder.

A new warehouse is being planned by the Union Grain Company of Rozel, Kan. It will be equipped with gasoline tanks and pumps.

The Ness City (Kan.) Lumber Company has raised the cupola on its elevator and has installed a new leg and automatic scale.

A new three-room brick office building, 18 by 34 feet, has been completed at Sanford, Kan., for the Farmers Grain & Supply Company.

New coal sheds have been built adjoining the elevator of the Farmers Co-operative Elevator & Mercantile Association at Amy, Kan.

New equipment which has recently been installed in the Security Elevator Company at Ford, Kan., consists of an eight-bushel scale and two Fairbanks Morse Motors.

The Farmers Elevator Association is building a 20 by 24-foot addition to its elevator at Holbrook, Neb. The new part will be used for storing stock feed.

J. A. Armour will dismantle and tear down his elevator at Bentley, Kan. The old building material will be used for the construction of a feed warehouse.

Edward J. Schrieber is operating the 27,000-bushel elevator at Olmitz, Kan., which he recently purchased from the Farmers Union Co-operative Association.

The Farmers Grain & Mercantile Company, Cullison, Kan., has covered the roof of its elevator with a fireproof composition, and has installed a new truck lift.

The Derby Grain Company has completed a 15,000-bushel addition to its elevator at Brewster, Kan. The elevator now has a total capacity of 25,000 bushels.

The Farmers Grain & Supply Company plans to raise the cupola of its elevator at Greyling (Burdette p. o.), Kan., and to install an eight-bushel automatic scale.

The Farmers Co-operative Elevator & Mercantile Association, Alamota, Kan., is planning the erection of an iron-clad, studded elevator of about 50,000 bushels' capacity.

A 10,000-bushel iron-clad elevator, which will be equipped with a feed grinding department, is being built at Rock Creek, Kan., on the Santa Fe Railroad, for Louis Puderbaugh.

The Farmers Co-operative Elevator & Mercantile Association has installed in its plant at Dighton, Kan., new equipment consisting of pillow blocks, and a shaft and pulley.

A corn cutter and a grain cleaner have been added to the equipment of the Wamego (Kan.) Seed & Elevator Company. Ball bearings will be installed on all line shafts.

The Missouri Pacific Railroad Company has let contract for erection at Kansas City, Mo., of a 300,000-bushel reinforced concrete, workhouse,

track shed, storage annex, drier, and auxiliary buildings. The plant will be completed the first of the year. The direct heat drier will have a capacity of around 750 bushels an hour. A large cleaning machine and an oat clipper will be installed. A squirrel cage motor of the induction type will drive the machinery.

The Wheat Farming Company of Topeka and Hays, Kan., plans the erection of a 27,000-bushel elevator at Wallace, Kan., to handle the products from its 12,000-acre unit.

The Farmers Co-operative Grain & Live Stock Association has increased the storage capacity of its plant at Hildreth, Neb. The pit has been enlarged, and new scales have been installed.

A new 2,000,000-bushel elevator, which will be financed by private capital and public subscription, is planned for Dodge City, Kan. One unit of 500,000 bushels will be finished in time for next year's crop.

The Farmers Elevator Company has torn down its old elevator at Diller, Neb., and will sell the lumber at auction. The company is operating its new elevator, recently completed, as previously reported.

Work has already started on a 150-bushel concrete headhouse and tanks at Sterling, Kan., to replace the elevator of the Arnold Milling Company, which recently burned. The plant is to be completed by January 1.

Officers of the Kansas Wheat Growers Co-operative Association have conferred with the Federal Farm Board in regard to financing the new terminal elevator which the association proposes to build at Wichita.

The Atwood (Kan.) Equity Exchange has purchased an additional elevator and is now operating two houses at Atwood. A new office, 24 by 40 feet, has been built, also a warehouse room and full basement. New equipment has been installed.

Christensen & Beeler have added a 5,000-bushel bulk storage unit to their plant at Junction City, Kan. Their total grain storage capacity is now 17,000 bushels. A rodent-proof warehouse, 16 by 50 feet, is being built for the storage of mixed feeds.

The Kliesen Grain Company is operating its new 12,000-bushel elevator at Leoti, Kan., which has been equipped with a head drive, Fairbanks Morse 10-horsepower motor, truck lift, four-bushel scale, a Fairbanks Morse 10-ton truck, and roller bearings.

The Kismet (Kan.) Equity Exchange has purchased the elevator of the Kismet Elevator & Supply Company which it will use for handling row crop, while its other elevator will be used for wheat. It is probable that next spring both houses will be rebuilt.

F. A. Engler has rebuilt his elevator at Leahey (Steward p. o.), Neb. He has covered the outside with corrugated iron, and has installed a truck dump, a 7½-horsepower motor. An addition has also been built to house a 40-horsepower feed grinder.

The Marquardt Elevator Company has recently purchased the farmers elevator which was operated as the Avoca (Neb.) Elevator Company. With this addition, the Marquardt company has a total storage capacity of 50,000 bushels. The plant is being remodeled.

C. M. Clark is building a 20,000-bushel iron-clad elevator at Hickok (Ulysses p. o.), Kan. The house will have an elevating speed of 2,000 bushels an hour. It will be equipped with a truck lift, 10-bushel automatic scale, 15-horsepower gasoline engine, 12-inch belt and 11 by 6-inch cups.

The 7,000-bushel elevator of the Farmers Co-operative Elevator Company at Nickerson, Kan., has been remodeled. The bins have been relined, the house covered with iron, and a five-horsepower motor has replaced the old gasoline engine. A feed grinder has been added to the equipment of the plant.

The new 35,000-bushel elevator, recently completed at Whitelaw (Tribune p. o.) Kan., for Trued Bros. Grain Company, will be equipped with a lift, automatic scale, 10-ton Fairbanks Truck Scale, 18-horsepower Fairbanks Morse Engine, and ball bearings throughout. The elevator has an hourly handling capacity of 2,500 bushels.

A drier house is being constructed for the Chicago & Alton Railway Company's East elevator at Kansas City, Mo., which is operated by the Wheat Growers Association. The structure will be of concrete, and the equipment will include bin thermometers, transmission and spouting machinery, and Randolph Direct Heat Driers. The elevator has a total capacity of approximately 1,000,000 bushels.

Chatterton & Sons are erecting a warehouse and bean cleaning plant at North Kansas City, Mo. The warehouse, which is 91 by 350 feet, has been completed, and the elevator, 30 by 60 feet, is to be completed this month. The plant is fireproof and of brick and reinforced concrete construction. It will be equipped with a sprinkler system, automatic handling machinery, etc. The warehouse has a concrete loading dock and is equipped to load or unload 15 cars at a time.



## MINNESOTA AND WISCONSIN

Charles Hvinekilde of Arco, Minn., has bought the Herluf Utoft elevator at Tyler.

The Slayton (Minn.) Farmers Elevator Company has installed in its plant a 10-ton Fairbanks Dump Scale.

The Haertel Company, of Minneapolis, has leased the Farmers Elevator & Warehouse at Hudson, Wis.

The Farmers Elevator Company has installed new head drives and a dump in its plant at Brewster, Minn.

The E. A. Brown Company has installed a dump and a 10-ton scale in its elevator at Ash Creek, Minn.

The Butterfield (Wis.) Co-operative Company plans to completely remodel its elevator next spring.

The Western Supply Company, Sparta, Wis., has built a grain and feed addition to its plant at Kendall.

The Paul Rajek elevator at Marathon, Wis., has been sold to the Northern Milling Company of Wausau.

New composition roofing has been placed on the elevator and warehouse of Fred Ahlbrecht at Stapleton, Minn.

A new automatic grain sampler has been installed in the plant of the Occident Elevator Company at Duluth, Minn.

Iver Wollum, manager of the Farmers Elevator Company at Porter, Minn., has leased the G. O. Miller elevator.

The Great Western Elevator Company is repairing its houses at Hansca, Delhi, La Salle, and La Fayette, Minn.

A 10-ton scale and a drive have been added to the equipment of the Winnebago (Minn.) Farmers Elevator Company.

A 15-ton Fairbanks Morse Scale has been added to the equipment of the Farmers Elevator Company at Hardwick, Minn.

The Farmers Elevator Company is repairing its house at Lansing, Minn., and is installing new buckets and a new boot.

The Farmers Co-operative Elevator Company has installed a new motor and a new dump in its plant at Okabena, Minn.

The old Byrnes elevator at Wells, Minn., is being reroofed and repaired by Louis Ohnstad, who expects to operate it shortly.

The East Wisconsin Storage Company of Chilton, Wis., has been incorporated with a capital of \$5,000 to deal in grain, etc.

E. P. Allison has enlarged the office of his plant at Lakefield (Buffalo Lake p. o.), Minn., and has equipped it with a 15-ton scale.

A 20-ton Fairbanks Morse Scale has been installed in the plant of the Farmers Co-operative Association at Lake Benton, Minn.

The Goblirsch elevator at Wabasso, Minn., has been purchased by the Farmers Grain & Fuel Company, whose house burned last month.

The Hormel warehouse and elevator at Austin, Minn., are now being used for feed distributing purposes. The mill has been dismantled.

Henry Carstens is now operating the Brillion (Wis.) Mill & Elevator Company. Louis Carstens has recently withdrawn from the company.

A grain storage unit of 30,000 bushels capacity has been completed at Cannon Falls, Minn., for the Cannon Valley Milling Company of Minneapolis.

The elevator of the Farmers Co-operative Elevator Company at Climax, Minn., has been equipped with new machinery consisting of an elevator leg and three electric motors.

Additional grain storage tanks which will be completed November 1, are being erected at Minneapolis, Minn., for the Twin City Trading Company.

The Monarch Elevator Company is building a 30,000-bushel, 14-bin elevator at Cottonwood, Minn. It will have one leg and will be equipped with motors.

The Farmers Co-operative Company is remodeling its warehouse at Worthington, Minn., and equipping it with new hopper bins and new machinery.

The Faribault (Minn.) Flour & Feed Company has taken over the management of the Huskin Elevator Company, located seven miles southeast of Faribault.

The E. A. Brown Company of Luverne, Minn., has bought the Gregg elevator at Lismore. A dump and a Fairbanks Morse Scale have been added to the equipment.

A new 20,000-bushel elevator is being built by the Tyler (Minn.) Co-operative Company to replace the house which burned recently. The new plant will have 12 bins, and will be equipped with modern machinery. The house is expected to receive grain

by October 18, and will be entirely completed by November 1.

The Otto Nelson elevator at Hills, Minn., which has been idle for three years, will be operated by Christian Moe, manager of the Farmers Elevator for the past 19 years.

A. G. Nelson has purchased the Rustad interest in the Rustad-Nelson elevator at Kerkhoven, Minn. Prior to Mr. Rustad's death, the house was owned equally by Mr. Nelson and Mr. Rustad.

The Farmers Elevator Company of Faribault, Minn., whose house has been rented for some time, has decided to discontinue its organization, and has filed a voluntary petition for dissolution of the business.

Work has started on the construction of the 4,000,000-bushel elevator at Catarqui Bay, Kingston, Ont., as previously reported. A large raft of lumber, which will be used for construction, has been started down the St. Lawrence River.

The Osborne-McMillan Elevator Company, Minneapolis, Minn., is operating the terminal elevator at Warren, formerly conducted by the Spalding Elevator Company. The house has a capacity of 100,000 bushels.

A new office and power house, of clay, tile and concrete construction, is being built at Lancaster, Minn., for the Farmers Co-operative Elevator Company. A large steel covered warehouse is also being constructed.

The Farmers & Merchants Milling Company, Glencoe, Minn., will complete its new 20,000-bushel, 10-bin iron-clad annex October 15. A 12-inch spiral conveyor, driven by a five-horsepower motor will take grain from annex to old elevator pit. A similar conveyor will be used from old elevator distributors to top of annex.

## IOWA

An addition is being built to the Jordan elevator at Boone.

H. C. Pote has installed an oat huller in his house at Oxford.

Omar Adair has completed a large modern grain elevator at Red Oak.

The Parkersburg (Iowa) Grain & Fuel Company is dissolving its business.

A co-operative grain company may be established at Wald (Charles City p. o.).

The Farmers Co-operative Elevator Company is erecting new coal sheds at Havelock.

J. G. Riley has bought the elevator of the Hemphill Grain Company at De Soto, Iowa.

The Howard Grain Company has covered its house at Auburn with galvanized iron.

The Farmers Elevator Company has installed a 10-ton scale in its house at Hanlontown.

John McCleery & Son have leased and are operating the old Duff elevator at Pauline, Neb.

Wells & Hamilton are building a new 20,000-bushel elevator and warehouse at Ewart.

The Farmers Elevator Company has covered its house at Crystal Lake with corrugated iron.

The Co-operative Grain Company has improved its plant at Sanborn with a new steel grate.

The Dairy City Milling Company has installed a truck dump in its elevator at Manchester, Iowa.

Ten-ton truck scales have been installed in the plant of the Stonega (Iowa) Elevator Company.

The Rural Grain Company of Chicago is considering the establishment of a branch at Mason City.

George Moulton is preparing to conduct a filling station in connection with his grain business at Cora.

The McKee Feed & Grain Company has remodeled its elevator at Muscatine, and installed an oat huller.

The Farmers Co-operative Elevator Company has equipped its elevator at Meriden with a new oat huller.

The Farmers Elevator & Supply Company has installed a scale and a combination dump in its plant at Alta.

A new loading room and a new office have recently been added to the Floyd Bowdish elevator at Readlyn.

A 15-ton Fairbanks Morse Scale has been installed in the plant of the Farmers Elevator Company at Boxholm.

The Farmers Co-operative Grain & Lumber Company has improved its elevator at Gowrie with two new dumps.

The Ben. E. Williamson Grain Company has succeeded the Persson & Williamson Grain Company at Dix, Neb.

The Farmers Elevator Company plans to rebuild its elevator at Brighton which was recently destroyed by fire.

The Farmers Elevator Company is operating its new 20,000-bushel elevator at Odebolt, recently com-

pleted. The building is ironclad and has a concrete waterproof pit. It is equipped with a 2,000-bushel scale, Fairbanks Morse Motors, head drive, hoist, etc.

The Hansen elevator at Wausau, Neb., has been leased by the Dolphin-Jones Grain Company. C. O. Adams is manager.

The plant of the Stokey Lumber & Grain Company at Dana has been equipped with a 10-ton Fairbanks Morse Scale.

The Farmers Elevator Company has replaced its gasoline engine at Granville with a 10-horsepower motor.

The Independent Elevator Company has let contract for the construction of a 25,000-bushel iron-clad elevator at Parks, Neb.

A 40,000-bushel annex has been completed adjoining the elevator of the Van West Grain Company at Westview (Pocahontas p. o.).

The Farmers Elevator Company plans the erection of an elevator at Spencer. It has recently installed a new air compressor.

The Piper Grain & Milling Company has repaired its elevator at Zaneta (Dike p. o.), and has installed a 10-ton Fairbanks Morse Scale.

The Farmers Elevator & Exchange Company has electrified its elevator at Wapello, and equipped it with 50 and 10-horsepower motors.

Charles Dozler of Templeton has bought the Davis Bros. & Potter Elevator at Gray, which has heretofore been managed by John Shaw.

Johnson & Tuttle, elevator operators at Orient, have bought the house of the Farmers Elevator Company at Kennedy. G. E. Burger is manager.

M. T. Frederick Grain Company has purchased the elevators at Dix and at Kimball, Neb., formerly owned by the Herbert M. Walsh Grain Company.

The Farmers Elevator Company's plant at Onawa has recently been remodeled and repaired. A warehouse and elevator separator has been installed.

The Farmers Elevator Company at Pilot Mound has been taken over by E. Wolford, former manager. He has added lumber and coal to his grain business.

The Clark-Brown Grain Company of Mingo, heretofore operated by the Douglas Grain Company of Cedar Rapids, has been taken over by Mr. Brown.

Frerichs & Snittjer are building a new elevator at Wellsburg to replace the one which burned last August. The house will be completed early in November.

The New Sharon (Iowa) Mill & Elevator Company has been incorporated with a capital stock of \$50,000. Incorporators are G. C. Bennett and Carl G. Bennett.

J. F. Miller has completed the construction of a large steel storage bin at his elevator plant at Dakota City. Other extensive improvements will be made shortly.

The old Hunting elevator at Elma has been purchased by Henry Johnson, who will use the lumber to build a barn. The old house stands near the present Hunting elevator.

The Farmers Co-operative Elevator Company of Duncombe recently filed amended articles of incorporation extending the life of the corporation for 20 years. It is capitalized at \$50,000.

The Critz Company of Emmetsburg plans to establish elevators on the Chicago & Northwestern railway at the following points: Fenton, Doliver, and Gridley, and at Curlew and Arnold on the Minneapolis & St. Louis line.

The Farmers Elevator Company plans to rebuild shortly its elevator at Winfield which was recently destroyed by fire. A new oat huller, ordered for the old elevator, will be installed when the new house is completed.

The Farmers Co-operative Association of Humboldt is operating the Mundhenk Roller Mills, (which it recently bought) in connection with its elevator. The company is improving the plant with new machinery consisting of a new oat huller and a feed grinder.

A 400,000-bushel grain storage unit is to be built at Davenport for the Western Flour Mills, according to a recent announcement. The company also plans to construct a wharf on the Mississippi River that will accommodate 1,000-ton barges.

A 30,000-bushel elevator, which will be covered with galvanized iron, is being built at Clare for the Farmers Elevator Company. The house will be equipped with one leg, buckets, dump, and head drive. The old elevator on the place will be used for storage.

The Farmers Elevator Company of New London, plans to rebuild its elevator which burned last August. The company has continued its business without interruption as the office and other small buildings of the plant were not damaged. A new oat huller has been installed.

The Piper Grain & Milling Company is doubling the elevator capacity of the milling plant at Riverside, which it recently bought. The plant is being



equipped with motors and modern weighing and handling equipment. The company will operate the plant as a transfer and storage house for the present.

#### CANADA

The new 2,000,000-bushel grain elevator at Colingwood, Ont., has been receiving grain since the middle of September.

The Saskatchewan Pool Elevators, Ltd., in accordance with its construction program, previously reported, has begun the wrecking of eight elevators throughout the province, and will start work shortly

on the building of 28 new houses. Each house will cost approximately \$17,000.

The Canadian government is preparing plans for the erection of a 2,000,000-bushel elevator at Ft. Churchill, Man. An elevator of only 1,000,000 bushels capacity was originally planned. The house is to be finished by the fall of 1931.

The 400-foot concrete dock and marine leg which are being constructed for the new 2,000,000-bushel elevator of the Sarnia (Ont.) Elevator Company, Ltd., will be completed this month. A wooden dock is also being constructed on another side of the elevator.

## FIRES—CASUALTIES

Leedey, Okla.—Fire destroyed the plant of the Farmers Clearing House on September 28.

Tecumseh, Neb.—Fire recently destroyed the U. A. Ralston elevator, causing a loss of around \$10,000.

Ferdinand, Idaho.—Fire severely damaged the elevator of the Ferdinand Grain Company on September 14.

Brumbaugh (Egeland p. o.), N. D.—Fire recently destroyed the Brumbaugh elevator and about 4,000 bushels of grain.

Brighton, Iowa.—The Farmers Elevator Company plans to rebuild its elevator which was recently destroyed by fire.

Stites, Idaho.—Fire completely destroyed on September 18, the Fred Huffman warehouse, containing 20,000 bushels of grain. The loss is estimated at \$35,000.

South Heart, N. D.—The plant of the Occident Elevator Company burned on September 20, causing a loss of \$35,000. About 20,000 bushels of grain were destroyed.

Belgrade, Neb.—A recent explosion wrecked the roof of the elevator of the T. B. Hord Grain Company. Daniel Haun, manager of the Hord ranches, was severely injured.

Van Alstyne, Texas.—Fire recently destroyed the hay barn, together with a large quantity of grain and feed, of the Grayson Mill & Grain Company. Estimated loss is \$10,000.

Greenview, Ill.—Fire recently damaged the Beggs & Hatch elevator and destroyed a large quantity of grain. Loss is estimated at \$30,000. Insurance partially covered the loss.

Riffe, Wash.—Fire recently destroyed the warehouse of the Pacific Coast Elevator Company, together with 20,000 bushels of wheat. Both the warehouse and grain were insured.

Wing, N. D.—While oiling machinery in the Farmers Elevator plant, Benjamin McCluskey, manager, broke his leg in two places when the ladder on which he was standing slipped.

Lowville, N. Y.—Fire recently damaged the feed warehouse of Louis Bush & Son (grain and feed dealers) to the extent of \$15,000. Insurance covered the loss. Mr. Bush plans to rebuild.

Wichita Falls, Texas.—Fire recently destroyed the plant of the Central Feed & Seed Company, causing a loss of \$60,000. Considerable stock was burned. Insurance partially covered the loss.

McGregor, Texas.—The plants of the Bloodworth Grain & Elevator Company and the Cameron Lumber Company were damaged considerably in a recent fire which swept the business district of McGregor.

Merricourt, N. D.—Fire destroyed the Thompson elevator and 25,000 bushels of grain on September 26, causing a loss of \$32,000. The grain was valued at \$18,000 and was fully insured. Some insurance was carried on the building.

Lavinia, Iowa.—One side of the elevator of the Quaker Oats Company burst from the heavy pressure of grain, and more than 7,000 bushels of corn and oats were dumped on the ground. The damage to the building is estimated at \$1,000.

Brush, Colo.—A fire, causing a loss of several hundred dollars, damaged the elevator of the Farmers Elevator Company, early in September. The fire is thought to have started in a hot box in one of the drive shafts near the top of the elevator.

Tallula, Ill.—Fire recently destroyed the elevator owned jointly by the Central Illinois Grain Company, Ashland, and C. W. Fisher of Tallula. The house was about two-thirds full of grain. Estimated loss is \$15,000. The fire is thought to have started in the corn-cob bin.

Grand Island, Neb.—The elevator of the Reinking Grain Company was damaged considerably in a recent fire. The blaze started in the top of the elevator and was prevented by the firemen from

going farther, but it is believed that about 20,000 bushels of grain were damaged by water.

Ft. Sam Houston, Texas.—Fire recently damaged the grain and hay warehouse of the quartermaster's department, causing a loss of \$5,000.

Biggar, Sask.—Fire recently destroyed the elevator of the Security Elevator Company, Ltd. Several thousand bushels of grain were also burned.

Farwell, Texas.—Fire recently destroyed the elevator of the Farmers Grain Company. Estimated loss is \$8,000. The building and grain were insured. Work has already started on a new elevator.

Laddonia, Mo.—One of the C. A. Wilder elevators was destroyed by fire recently, causing a loss of about \$3,500. Mr. Wilder does not plan to rebuild, it is reported.

Sterling, Kan.—The 60,000-bushel elevator of the

Arnold Milling Company burned on September 10. The house contained at the time 30,000 bushels of wheat. The steel grain tanks adjoining the elevator were damaged. The house was covered with metal. The rest of the plant is of concrete and steel. The mill was not damaged.

Kansas City, Mo.—Fire destroyed the plant of the Mixed Feed Supply Company, located in the West Bottoms district. Estimated loss on buildings and machinery is \$10,000, with an equal loss on stocks of hay, feed, etc.

Leon, Iowa.—The uptown plant of the Graham Coal & Grain Company was badly damaged by fire. About half of the building burned and a large quantity of hay. Water ruined a large quantity of bran, shorts, fertilizer and tankage. Insurance of \$9,000 was carried on the contents, and \$1,000 on the building. A building, recently purchased, is being remodeled for the company's use.

Chana, Ill.—The plant of the Chana Grain & Lumber Company burned on September 7, causing an approximate loss of \$25,000. The plant was partially insured. Sparks from a passing locomotive, are thought to have started the fire. The plant consisted of two large elevators, two lumber sheds, nine coal bins, a cement house, scales, office, and other small buildings. The Chana Grain & Lumber Company has sold the site to the J. C. Griffith Lumber Company and has gone out of business. Mr. Griffith will build a 30,000-bushel concrete elevator which will be completed in December.

Pontiac, Ill.—Fire following a dust explosion, believed to have been started by a spark from a defective electric motor, completely destroyed the elevator of the Farmers' Grain Company on September 14. The fire was discovered in the cupola of the elevator shortly after an attempt to start the motor resulted in burning out the fuses. The bins contained at the time 1,600 bushels of corn and 600 bushels of oats. Insurance of \$6,200 was carried on the building, and a blanket policy covered the grain. Plans are under way for the erection of a new elevator of 12,000 bushels capacity.

## OBITUARY

BAHMER.—Adam D. Bahmer, retired hay dealer, died October 1 at Atlantic City, N. J. He was 74 years old.

BYCROFT.—H. F. Bycroft, manager of the Gillespie (Ill.) Co-operative Farmers Elevator Company died recently.

CHEATHAM.—Cliff R. Cheatham, president of C. R. Cheatham & Co., grain dealers, Galveston, Texas, died recently of heart failure. He was 63 years old.

CONNERS.—William J. Connors, of the Great Lakes Transit Corporation, died suddenly October 5 in his home at Buffalo, N. Y.

CRUIKSHANK.—G. O. Cruikshank, grain dealer at Leipsic, Ohio, died at Lima, following an operation.

DAWSON.—George Dawson, engaged in grain, seed and feed business at Bryan, Ohio, died recently. He was 50 years old.

DICKINSON.—Elwynn O. Dickinson, president of the E. O. Dickinson Grain Company, Minot, N. D., died at Rochester, Minn. He had been engaged in the grain business at Minot for 25 years. His widow, a daughter, and three brothers survive him.

DUNLAP.—John L. Dunlap, retired stock and grain broker of Louisville, Ky., died recently at his home in Horwich, Mass. He was 73 years old. (See further details elsewhere in this issue.)

EDMUND.—Robert F. Edmund, former vice-president and general manager of the Grand Trunk & Pacific Elevator Company, Winnipeg, and connected for many years with the Peavey grain interests in Minneapolis, died September 15.

FISHWICK.—Charles Fishwick, manager of the Patterson Elevator Company, Elgin, Man., was killed recently in an automobile accident.

HEMMINGER.—Jacob Hemminger, feed dealer at Mount Holly Springs, Pa., for many years, died September 27 at Millersburg. He was 91 years old.

HENNING.—A. C. Henning, associated for a number of years with the Donald Morrison Grain Company of Winnipeg, Man., died recently following a long illness.

HILDEBRAND.—Charles Isaac Hildebrand, grain and seed dealer, Elizabeth, Ind., died recently.

HOESE.—Frank Hoese, prominent grain man, who formerly owned a number of elevators in Iowa and South Dakota, died at his home in Merrill, Iowa. He was 65 years old.

KELLER.—Elvyn N. Keller, assistant manager of G. E. Lewis & Co., died recently at his home in Minneapolis, Minn. His widow and daughter survive him.

KIMBERLY.—W. W. Kimberly, formerly a grain dealer at Paxton, Neb., died at his home there recently. His son, H. J. Kimberly is operating the elevator.

LOCKRIDGE.—Albert Cullen Lockridge was stricken in his elevator at Roachdale, Ind., recently and died shortly afterwards. He was 56 years old.

LUDWIG.—Edward Ludwig, employed at a local elevator at Edmore, N. D., dropped dead of heart failure recently, while loading a car of grain. He was 45 years old.

MOWRER.—Jacob H. Mowrer, formerly engaged in the grain and farm implement business for some 30 years, and of late president of the Agricultural Savings & Trust Company, Pittsburgh, Pa., died following a short illness.

ROBB.—Frederick Newton Robb, manager for several years of the Farmers Elevator Company at Douglas, Neb., died recently at his home in Burdard, Neb. Mr. Robb also formerly operated the Ashland (Neb.) Roller Mills.

SEELE.—Fred W. Seele, president of Seele Bros. Grain Company, and member of the Merchants Exchange, St. Louis, Mo., died at his home there September 16.

VANDERSLICE.—Howard Vanderslice, founder of the Vanderslice-Lynds Company, Inc., grain commission concern of Kansas City, Mo., died October 10 following a stroke of paralysis. He was 70 years old. (See details elsewhere in this issue.)

WALTERS.—Daniel Walters, professor emeritus of the State Agricultural College of Kansas City, Mo., died September 30. He had been a member of the college faculty for 52 years. (Details elsewhere in this issue.)

WARD.—Weakley W. Ward, chief clerk for W. P. Bell & Co., grain and flour dealers at Nashville, Tenn., and formerly connected with C. D. Jones Company, the Liberty Mills, and the Allen Grain Company, died recently in an automobile accident. Mr. Ward had been in the grain business at Nashville for 20 years. He was 45 years old.

WILSON.—Leslie M. Wilson, founder and head of the Empire Grain & Elevator Company, Binghamton, N. Y., and vice president of the Tioga-Empire



Feed Mills, Inc., Waverly, N. Y., died suddenly at his home in Binghamton on September 26. Mr. Wilson organized the chamber of commerce at Binghamton.

WALSH.—James H. Walsh, grain buyer, died re-

cently in Chicago. He had been ill two years. He leaves a widow and three sons.

WOODS.—R. O. Woods, manager of the Occident Elevator at Terry, Mont., died following a fall of 50 feet from an upper window of the plant.

## HAY, STRAW AND FEED

E. F. Lindou has closed out his feed business at Medford, Wis.

W. C. Mote has added a one-ton feed mixer to his plant at Laura, Ohio.

The Barnum (Iowa) Elevator Company is building a new feed house.

A large feed grinder has been installed in the Lewisburg (Ohio) elevator.

The Holt (Mo.) Feed & Produce Company recently opened for business.

The Farmers Elevator Company at Elmore, Ohio, has installed a feed grinder.

The L. & G. Feed Store, of Dixon, Ill., has moved into new and larger quarters.

The Danube (Minn.) Farmers Elevator Company has completed a new feed house.

The Koelzer Grain Company has installed a feed mixer in its plant at Seneca, Kan.

J. R. Helman has added a feed mixer to his elevator equipment at Bradford, Ohio.

The St. John (Mich.) Agricultural Association has installed a belt-driven feed mixer.

Bolmeier Bros. are adding a feed grinding department to their plant at Erie, N. D.

C. C. Everett has equipped his plant at Swanton, Ohio, with a feed grinder and elevators.

Edward Feller has equipped his plant at Cissna Park, Ill., with a Jay Bee Feed Grinder.

C. J. Milling & Son, Inc., Sioux City, Iowa, will operate as an Amco Feed Service Store.

The W. N. Butler Company is planning an addition to its feed plant at Columbia, Tenn.

The Morral (Ohio) Lumber & Elevator Company has installed a feed grinder in its plant.

A Jay Bee Feed Grinder has been installed in the plant of Ford Garrett at Owensville, Ind.

The Biglerville (Pa.) Warehouse Company has installed a belt-driven Haines Feed Mixer.

The Mayr Seed & Feed Company is building an addition to its plant at Beaver Dam, Wis.

J. J. Curl, Inc., has improved its plant at Cardington, Ohio, with a 50-horsepower feed grinder.

The Outville (Ohio) Hay & Grain Company has equipped its feed grinder with a power feeder.

The Wayland (Iowa) Elevator Company is building an addition to house a new feed grinder.

A feed grinder has been installed in the plant of the Stillwater (Okla.) Grain & Gin Company.

P. J. Buford, Doniphan, Mo., has added to his elevator equipment a motor-driven feed mixer.

A belt-driven feed mixer has been installed in the plant of S. W. McCrackin at Flemington, Mo.

The Laurelville (Ohio) Grain & Mill Company has installed a belt-driven feed mixer in its plant.

The Gooch Milling & Elevator Company of Lincoln, Neb., plans to build an addition to its feed plant.

A magnetic separator has been added to the feed grinder of H. N. Jensen & Sons plant at Estherville, Iowa.

The Waldo (Ohio) Feed & Supply Company has installed a feed mixer and other equipment in its plant.

The feed business of Peter J. Simon & Co., Chicago, Ill., has been incorporated with a capital of \$25,000.

The feed business of Sauter Bros., Stetsonville, Wis., has been taken over by the O. & N. Lumber Company.

The Soybean Co-operative Marketing Association of Champaign, Ill., has recently been granted a charter.

C. W. Noggle has equipped his elevator at Oakwood, Ohio, with a feed grinder, feeder, and other equipment.

J. A. Devine has installed a feed grinder in his plant at Dow City, Iowa. The office has recently been enlarged.

A one-ton mixer, elevators, and other equipment have been installed by the Trotwood (Ohio) Farmers Exchange.

The Federal Grain Elevator at Mendota, Ill., has completed a new building for the grinding and

mixing of feeds. It has been equipped with modern machinery.

The Sabetha (Kan.) Mill & Feed Store has installed a 75-horsepower Jay Bee Feed Grinder for custom grinding.

A 60-horsepower feed grinder has been added to the elevator equipment of the Eskridge & Son plant at Washita, Okla.

The St. James (Minn.) Farmers Grain Company has improved its plant with a feed grinder, new leg and cup belts.

Irvin Swanson has recently erected a building at Vernon Center, Minn., to house a new 50-horsepower feed grinder.

The Farmers Elevator Company has rebuilt its feed grinding house at Marcus, Iowa, and has installed an oat huller.

The Phelps & Sibley Company, Cuba, N. Y., has installed a magnetic pulley, to remove tramp iron from stock to be ground.

The White Ropes Company, Sedro Woolley, Wash., has sold its feed business to the Producers Exchange of Mt. Vernon.

The Fred Brajback coal and feed warehouse at Auburndale, Wis., has been purchased by Herman Lander and Adam Laurie.

The Liethen Grain Company, Appleton, Wis., will build a feed and grain warehouse which will cost approximately \$60,000.

The Kathryn (N. D.) Farmers Mutual Elevator Company recently installed a feed grinder equipped with a 40-horsepower motor.

A vertical mixer, a corn cutter, and other equipment have been added to the plant of the Farmers Exchange at Delaware, Ohio.

The Farmers Co-operative Elevator Company has installed a feed grinder and a 30-horsepower motor in its plant at Maxbass, N. D.

A warehouse for flour and feed has been completed adjoining the elevator of the Powers Elevator Company of Little Falls, Minn.

A feed grinder has been installed in the plant of the Posey Seed & Feed Company, Mt. Vernon, Ind., to grind feed for its retail stores.

The George Shafer elevator at Lynchburg, Ohio, has been equipped with a large corn cutter, receiving separator, and other equipment.

The Roose Elevator at Valentine, Neb., has been equipped with a feed grinder and feed mixer, operated by a 40-horsepower motor.

Culp & King, grain dealers, have installed a feed grinder in the plant of Keel & Sons at Gainesville, Texas, which they recently acquired.

M. S. Daniels has opened Mike's Feed & Seed Store at Marshfield, Oregon. He operates similar stores at Myrtle Point and Coquille.

A feed grinder and two 25-horsepower motors have been installed in the plant of the Farmers Grain & Coal Company at Clear Lake, S. D.

A motor-driven Haines Feed Mixer has been installed in the plant of the Farmers Commercial Grain & Seed Company at Rising Sun, Ohio.

The feed department of the Olander (Ohio) Farmers Exchange has been equipped with a feed grinder, feeder, sheller, mixer, and elevators.

George P. Sexauer & Son Company, Brookings, S. D., have purchased the Reese elevator at Arlington, which they will operate for grinding feed.

J. Cushing & Co. has sold a substantial interest in its 39 feed stores, located in New England, to the Larowe Milling Company of Detroit, Mich.

A power feeder for its feed grinder and a magnetic separator have been added to the equipment of the Boughtonville (Ohio) Farmers Exchange.

The Square Deal Feed Stores, which operates stores at North Milwaukee, West Allis, and Saukville, Wis., has opened a new store at Germantown.

The Shellabarger Grain Products Company will install a 2,000-bushel hopper scale in its new soy bean mill and elevator which it is building at Decatur, Ill.

George P. Sexauer & Son, Brookings, S. D., are operating the Reese elevator at Arlington, which they recently acquired, for grinding feed. Mr.

Reese retained the milling machinery in the elevator and mill which he will probably move to some other place.

A 75-horsepower feed grinder, equipped with a built-in magnetic separator, has been installed in the plant of the A. K. Zinn & Company at Battle Creek, Mich.

The Watertown (S. D.) Feed & Seed Company has been incorporated with a capital of \$150,000. Incorporators are Terry F. Yarger, H. K. Yarger and L. T. Morris.

The Kelso Feed Company will erect a one-story addition to its plant at Longview, Wash. The structure will be 50 by 100 feet and will be covered with corrugated iron.

The Farmers Elevator Company is building an addition to its elevator at Bird Island, Minn., to house a new feed grinder. The structure will have eight bins and will be iron-clad.

The Kiefer Feed & Supply Company of Inwood, Ind., has moved its feed business and grinding machinery to its elevator and store room, so that all departments are now under one roof.

F. W. Burlingham is equipping the Andrews & Son feed plant at Woodland, Wash., which he recently bought, with a cleaner, grinder and packer. The improvements will cost about \$2,000.

The Jones Milling & Elevators Company of Malad City, Idaho, is building a two-story feed mill of concrete and lumber construction. Modern machinery will be installed for grinding feed and treating seed wheat.

The Carnation Milk Products Company of Seattle, Wash., and the Albers Bros. Milling Company of San Francisco recently merged. The Albers company has a capital of \$6,000,000, and the Carnation company of \$30,000,000.

Bossemeyer Bros. are building at Superior, Neb., an addition to their elevator for the housing of molasses mixing equipment. The new building will be 100 by 108, three stories, and constructed of wood, covered with sheet iron.

The Sunshine Feed Company will use as a feed grinding branch the storage house of Otto Rettig & Son's plant at Greenfield, Ind. The building is now being put in condition and will be equipped with a large electric feed grinder. This is one of the buildings of the Rettig plant which was not damaged in a recent fire.

The Valley Feed Company, Puyallup, Wash., is making extensive improvements on its store and warehouse. The freight elevator has been replaced with a hydraulic lift; and the second floor has been reinforced to store more grain; the office has been enlarged; and the seed department has been moved to another building.

The elevator at Watertown, Wis., formerly operated by the Watertown Grain Company, has been acquired by the L. O. L. Manufacturing Company. The house has been remodeled and equipped with machinery for manufacturing molasses and poultry feeds. The equipment consists of feed grinders, cold process molasses mixers, and other mixing machines.

The executive and purchasing offices of Allied Mills, Inc., the recently formed holding company of the merger of the American Milling Company, Peoria, and the McMillen Company, Fort Wayne, Ind., are being moved to Chicago. These departments will occupy temporary quarters in the Transportation Building until the Board of Trade Building is completed.

Schultz, Baujan & Co. are building an elevator and feed manufacturing plant at Beardstown, Ill. The elevator will be of concrete and steel construction, and will be 100 feet high. The plant will be equipped with modern motors, a Randolph Heat Drier, cleaning and separating machinery, molasses and batch mixing machinery, etc. With these additions the plant will have a daily feed output of 350 tons.

## FIELD SEEDS

(Continued from Page 260)

it is worth, while the careful grower of clean seed is seldom rewarded sufficiently to repay him for his backbreaking work in cleaning up his fields. The system is faulty if there is a reward upon slipshod methods.

Seed as it comes from the huller should not be purchased from the grower, until a test has been made to determine the proper dockage for dirt, shriveled seeds, and the weed seeds it contains. The wholesale seedsmen possesses the necessary equipment for determining such dockage. A simple outfit, suitable for use of the country buyer, consists of six testing sieves and a small scale, and may be purchased at a cost of less than \$10. These simple appliances, if conscientiously employed, would solve a troublesome problem for the country merchant and at the same time reward the careful



producer and penalize the grower of the class of seed which should be discouraged. If it is believed that more scientific and suitable methods of buying country run seed would actually contribute to better seed production, then indeed, it must be construed as an important link in a weed control program.

## BOOM DEVELOPING FOR NEW BARLEY SEED

By C. O. SKINROOD

More facts are coming out regarding the new barley which has been produced by the Wisconsin College of Agriculture. Special bulletins are being sent out by agricultural agents urging farmers to avail themselves of this grain. Professor Leith, of the college, declares that the digestible food returns of this new barley range from 20 to 35 per cent more than oats.

In developing the new barless variety of barley, a black strain was crossed with the famous pedigreed barley Oderbrucker. By selecting barless heads for a number of years, all of the barbs were eliminated. The barless strain has been yielding, in the experiments, around 57 bushels to the acre, which the college points out is far above the former average. In addition to the barley being barless and of a very high yield, it has been selected for resistance to barley stripe, a very common disease of the barley plant, Professor Leith points out. He says that enough of the new barless barley has been raised this year so that most farmers can get enough of it for seed. He urges that every farmer in the Northwest take advantage of this situation.

It is predicted that this grain is of such sensational value that within a period of 10 years, the new barley should almost displace the entire oat crop of Wisconsin. In many cases, it is said the barley will yield double the amount of feed that could be produced from oats. One farmer in Dane County this season had an average yield of 60 bushels to the acre of the new barless barley. It is also predicted that the seed of the new barley will be in demand in all parts of the Northwest because of its outstanding excellence.

## HOOSIER STATE SEED TRADE REPORTED GOOD

By W. B. CARLETON

Seed dealers in Indiana report their fall trade has been quite satisfactory and in many respects has been better than for the corresponding period of last year. Both wholesale and retail dealers report trade good. Wheat sowing started in many parts of the state the last week in September and the first week in October, and few, if any, farmers reported a shortage of good seed wheat. This year, taken as a whole, has been a better trade year for the seed men than last. Reports from many parts of the state say that the acreage of wheat put in will compare favorably to the acreage of last fall.

Edward H. Winternheimer, manager of the Posey Seed and Feed Company at Mt. Vernon, Ind., has returned from St. Louis, where he attended a feed dealers' convention.

\* \* \*

Seed and feed dealers of Posey County and other counties in southern Indiana are interested in the announcement that the Kiwanis Club of Mt. Vernon, Ind., will give its annual grain and feed show on December 6 and 7. The event is expected to attract a large number of farmers this year.

\* \* \*

Charles Kindermann, retail seed dealer of Boonville, Ind., was one of the leading spirits in a number of community meetings held in Warrick County during the late fall and early summer months. The meetings were staged by George R. Murray,

county agricultural agent, co-operating with the Boonville Business Men's Association and the Boonville Kiwanis Club. The merchants of Boonville visited central points in the county where meetings were held following a banquet, the meals being paid for by the merchants and the farmers being the guests of the merchants. The results of the meetings have been most gratifying. Mr. Kindermann was one of the main speakers at most of the meetings held.

\* \* \*

The first delivery of new corn this year was made by Howard Willis, a Knox County farmer, who sold his grain to an elevator at Petersburg at 85 cents a bushel. The corn weighed 72 pounds and is said to have been of good quality. Many of the farmers in the Hoosier State have been slow about selling their old corn, but with the wheat sowing off their hands, they probably will sell more of their grain. New corn in some instances will be stored in cribs. The hominy manufacturers of southern Indiana are interested in securing the Wabash River corn crop, as they claim this corn makes the best hominy. Corn meal manufacturers prefer the Yellow corn to the White corn in their business. Few Indiana farmers have thus far been educated up to the growing of Yellow corn.

\* \* \*

Wheat has made the best response to the use of commercial fertilizer of any farm crop, according to experiments conducted by the agronomy department of the Purdue University agricultural experiment station at Lafayette, also on the various fields conducted by the department in various parts of the state, according to late reports.

\* \* \*

The soy bean crop in southern and central Indiana this year has yielded better than that of last year and the acreage is larger than last year. Farmers are finding that soy beans are one of the best and most profitable crops they can raise. Cow peas also have been a good crop for the Indiana farmers this year. The Alfalfa crop also has yielded well. New Timothy and Clover have reached the Indiana markets, but buyers of Timothy at Evansville report the demand has been slow. Inquiries from the South indicate that Timothy hay in that section is going to be in better demand a little later on in the year.

\* \* \*

Charles Isaac Hildebrand, well known grain and seed merchant at Elizabeth, Ind., died at his home in that town recently after a lingering illness, death being due to a complication of diseases. He was well known to the trade in that section of the state and is survived by his family.

\* \* \*

John K. Jennings, head of the Diamond Feed Mills at Evansville, was offered a position on the newly-created aviation board by Mayor Herbert Males, but declined because of the press of private business.

\* \* \*

Reports from Posey County say that some reports of Hessian fly in that vicinity have been made by the farmers. Most of the farmers sowed their wheat, however, after the fly-period, and do not fear that the fly will do any material damage.

\* \* \*

Oscar A. Cook, of Boonville, for many years engaged in the seed and grain business in that city, has returned from a business trip to Chicago and St. Louis.

## NEW CANADIAN SEED HOUSES

A registered seed cleaning plant built by the Dominion government is ready for operation at Moose Jaw, Sask., Canada. The plant will be leased by the Dominion government to the Saskatchewan Registered Seed Growers Association. This project represents an effort by the government to improve the quality of seed used on prairie farms.

It is stated by the Minister of Agriculture that Manitoba can also have a seed cleaning plant provided when a proper organization has been built up in the province to operate such a plant. This announcement will probably lead to conferences among representatives of the provincial department of agriculture, grain growing and marketing bodies, and others interested, so that proper steps may be taken toward the formation of a recognized seed-growers' organization in Manitoba.

## WHITE SEED MOVING TO DEALERS AT LOW PRICES

White Clover seed moved from the hands of growers during the six weeks ended September 24, at about the usual rate for this time of year. The Bureau of Agricultural Economics estimates that about 60 per cent of the crop had been sold up to that date.

Prices to growers have settled lower since harvest. On September 24 they ranged mostly \$16.65 to \$19 per 100 pounds, basis clean seed, compared with \$17 to \$22 six weeks earlier. In Wisconsin they ranged \$15 to \$17, compared with \$19.50 on August 13, \$20 to \$22 a year ago and \$20 two years ago. The quality was reported mostly as fair in Louisiana, fair to good in Wisconsin and good in southern Idaho.

In general, conditions were favorable in Europe and good crops were harvested, especially in Poland and Czechoslovakia. Quality varied somewhat in the different European countries on account of discoloration caused by rain. Prices have weakened since harvest. Imports have been lighter than a year ago and amounted to 11,000 pounds for the first 15 days of September. From July 1 to September 15 imports amounted to 372,800 pounds, compared with 419,300 in 1928 and 89,300 in 1927.

## TIMOTHY SEED HIGHER

Movement of Timothy seed from the hands of growers was rapid during the two weeks ended September 17, according to the latest Federal report, but slightly slower than during the preceding fortnight. The United States Bureau of Agricultural Economics estimates that 60 to 65 per cent of the crop has been sold by growers up to that date, compared with 55 per cent last year, 50 per cent two years ago, and 65 per cent three years ago. Movement continued to be most rapid in the Missouri and Iowa districts, but the slowest in eastern South Dakota, where the crop was short.

Although prices advanced in all the important districts growers sold less freely. In some localities some growers had sold directly from the machine while others preferred to hold for higher dealer prices. Rains slowed down threshing in only a few localities and in general favorable weather prevailed for it.

Prices to growers advanced in all the important producing districts during the two weeks, and on September 17 averaged about \$4.20 per 100 pounds, basis clean seed, compared with \$3.85 two weeks before, \$4 a year ago, \$2.65 two years ago and \$4.70

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three years ago. Exports for the month of August were unusually light, amounting to only 34,766 pounds, in contrast with 95,667 in 1928, 222,525 in 1927, and 949,755 pounds in 1926.

## RAINS PROLONG NEW YORK SEED SEASON

By C. K. TRAFTON

The advent of heavy rains over wide areas caused a noteworthy prolongation of the season in the New York seeds market. For a time business was checked by a remarkable sharp drop in temperature, accompanied by frost in some sections, but subsequently the weather became more favorable, so that expectations of good business up to the middle of September were more than realized, some varieties, in fact, remaining active right up to the early part of October. While some varieties were disposed to slow up, as usual, as time progressed, others moved more freely, so that the movement of the general line for the entire period was reported as very satisfactory. An interesting feature was the well sustained demand for lawn grass varieties, reflecting the growing popularity of preparing lawns in the fall instead of the spring as well as a general disposition to restore the great number of lawns which had been so badly "burnt" during the long period of very hot and dry weather.

As noted during the preceding month, the activity in some directions was traceable to a further readjustment of prices to a new crop basis, whereas in some varieties the good movement disclosed some shortage of stocks, resulting in a further advance in prices. In short, lists of spot quotations show irregular changes when compared with those current a month ago, but at this writing the tone of the market is reported as very steady. In some quarters a slightly better foreign inquiry for leading grass varieties was noted, but without leading to much business as far as local houses were concerned, although much larger clearances indicated that business was being done direct with interior markets.

Crimson Clover had a moderate movement, but much better, as a matter of fact, than had been expected by those who had considered the season closed early in September. It was evident that this belated movement represented buying by those who had held off previously because of the drouth. Some sellers temporarily quoted as low as 11½ cents duty-paid, but later the basis was advanced to 12 cents. At the end of September it became more definitely established that the season was over. The month's arrivals were only 335 bags against 6450 during the preceding month.

Hairy Vetch also enjoyed an unusually good late season movement, especially among southern buyers, evidently owing to a shortage of winter peas. As a consequence stocks here became scarce and the basis was advanced from 9¼ to 9½ @ 9¾ cents.

## MILWAUKEE SEED TRADE IN OPTIMISTIC MOOD

By C. O. SKINROOD

An excellent season for the sale of field seeds is predicted by the large handlers of Milwaukee who say that all the conditions are more favorable for the seed trade this year than for some time past. In the first place there will be ample supplies of Red Clover seed due in part to the good yield from many sections of the state and due even more to the fact that a large area was devoted to seed harvest this year, much more than is usually the case in this state.

Milwaukee handlers also declare that the quality of the seed is very good. The seed is being threshed under ideal conditions. There was very little discoloration as the rains did not come at the time to cause any particular damage to the crop. Best of all the dealers say the price is rea-

sonable which will make for a large demand on the part of farmers in the next planting season.

\* \* \*

The Timothy seed supply according to the Milwaukee handlers is large with a good sized harvest which coupled with the slack demand is bound to make for lower prices. The quality of the seed is only fair to medium. In this respect the conditions are not so favorable as those for the Red Clover. In the last few days the market for Timothy seed has declined about 50 cents per hundredweight due to the congested condition of the market.

\* \* \*

In the Alsike department of field seeds, the principal feature is the wide variation in quality and the small supply of choice, or high grade seed. This is the verdict of the Milwaukee seedsmen, who say that there is some very fine Alsike seed on the market, but the choice grades are a relatively small portion of the total, the bulk of offerings being low grade seed. The demand has started out on a very brisk scale. In fact Red Clover and Alsike, the dealers contend, are destined to be the real popular kinds of seed for this entire season. The market is holding steady with no change reported in the last 30 days since the last report.

\* \* \*

There is no unusual feature in the Sweet Clover seed market in Milwaukee except that the supply is not so large as formerly. Because of the low prices which prevailed last season, many farmers did not care to raise any Sweet Clover seed and this lack of seed raising is cutting into the supply materially this season.

The demand for Sweet Clover has started off in good shape. The dealers anticipate an excellent demand in this department as there is general acceptance among farmers of the value of this crop. There has been no change in the market for Sweet Clover in the last 30 days, with trade ruling steady to strong, without any appreciable advance in prices.

The quality of Sweet Clover seed is very fine this year, the dealers find. There will be no complaint for buyers on this score, is the consensus of opinion.

Reports of Milwaukee seed handlers are to the effect that there will be a rather liberal supply of Alfalfa seed this year. Good sized yields are reported in the northern seed district, taking in Montana, Idaho and the Dakotas and there was also a good harvest in the central and southwest region in Kansas, Colorado and adjacent states.

The chief trouble with the Alfalfa market, the dealers say, is the lack of demand which is based largely on the high prices prevailing as compared with those of the other leading seeds. The dealers say that unless Alfalfa seed sells from \$4 to \$5 less than Red Clover and Alsike, buyers are indifferent.

\* \* \*

Red Clover is quoted at Milwaukee at a range of \$24 to \$26; Timothy is selling mostly around \$6; Alsike is holding steady at a range of \$22 to \$23, and Sweet Clover is quoted from \$9 to \$10. Alfalfa is slow and draggy at the present high levels of \$23 to \$25. White Clover trade is quiet and nominal with quotations showing a wide range from \$30 to \$40.

\* \* \*

There will be a good demand for Seed Corn this fall according to the Milwaukee seed handlers who find that there has not been very much corn saved for seed this fall and hence there will be a good demand for the western seed. The western run is being quoted from \$2 to \$2.25, and the Wisconsin-grown seed is materially higher than that.

\* \* \*

Henry Michels, seed expert of Fond du Lac, Wis., says that the Red Clover seed crop in that district

(Continued on Page 270)

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1½	.08	.09	.11	\$0.14	
1½	.10	.11	.13	.16	
2	.10	.12	.14	.18	\$0.21
2½	.13	.15	.17	.21	.25
3	.15	.17	.20	.25	.30
3½	.17	.20	.23	.29	.34
4	.19	.21	.25	.31	.37
4½		.24	.28	.35	.42
5		.26	.31	.39	.46
6		.31	.37	.46	.55
7		.37	.43	.54	.65
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10			.58	.72	.87

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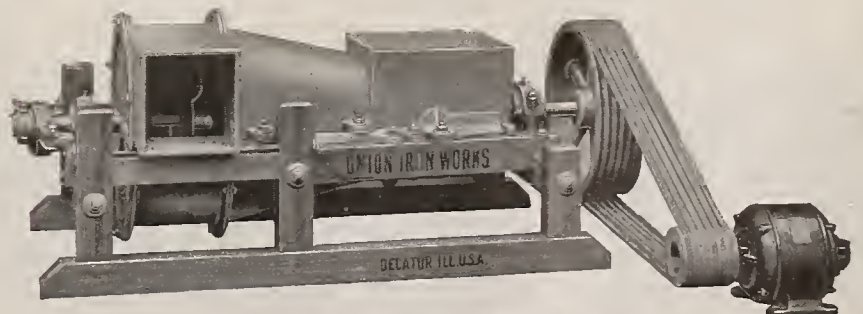
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would be the best ever in quality, while the size of the yield will be about average. He asserts that the quality is extra fine and that no such quality seed had ever before been seen in the county.

\* \* \*

Estimates received at Milwaukee from the Iowa seed section indicates that Iowa too will have large yields of Clover seed, much of which will be sent to the Milwaukee market, it is expected. The estimate shows that Iowa cut about 114,000 acres of land this year for Red Clover and Alsike Clover seed, and this is no less than three times the area devoted to these same seeds in 1928. This total area was also about 20,000 acres above the average for the last 10 years.

## CLOVER SEED MOVEMENT SLOW

Early movement of Red and Alsike Clover seed from the farms has made slower progress than last year, largely because growers have not sold freely at the lower prices which have prevailed for the new seed. The United States Bureau of Agricultural Economics estimates that 10 per cent to 15 per cent of the Red Clover and about 30 per cent of the Alsike Clover seed had been sold by growers up to September 24. Up to a corresponding date last year, 15 per cent of the Red Clover and 40 per cent of the Alsike Clover had been sold.

Prices to growers were lower than last year for both kinds at harvest and have declined subsequently. On September 24 they averaged \$9.75 per 100 pounds lower than a year ago for Red Clover and \$10.90 for Alsike Clover. Growers were not inclined to be free sellers, especially of the former.

Red Clover prices offered to growers on September 24 in the important districts averaged \$16.70 per 100 pounds, basis clean seed, compared with \$18.55 a month ago, and \$26.45 in 1928, \$22.55 in 1927, and \$28.50 in 1926 on about the same date. The range of prices between districts was narrower than a year ago. The highest average prices were reported for northern Illinois and southern Wisconsin and the lowest in southwestern Ohio and central Indiana.

During the three months, July to September, 61,000 pounds were permitted entry and after staining 575,500 pounds more are to be permitted. During the same period last year, 116,200 pounds were permitted and 729,300 pounds were held for staining. No seed was permitted entry during the same period two years ago. Imports for that period for the past 12 years have averaged about 458,400 pounds.

Movement of Alsike Clover seed has been somewhat slower than that of other recent years. About 30 per cent of the crop had left growers hands up to September 24, compared with 40 per cent last year, 50 per cent two years ago and 60 per cent three years ago. Movement thus far has been most rapid in southwestern Ohio and southern Idaho and slowest in northeastern and western Wisconsin, central Indiana and northern Illinois.

Prices offered to growers on September 24 in the

important districts averaged \$14.85 per 100 pounds, basis clean seed, compared with \$15.55 a month ago and \$25.75 in 1928, \$21.20 in 1927, and \$24.15 in 1926 on about the same date. The highest average prices were reported for southwestern Ohio and northern Illinois, and the lowest in northern Indiana and southern Michigan.

Imports for July to September, inclusive, amounted to 207,900 pounds, compared with 185,400 last year and 71,200 two years ago. Imports for that period during the past 12 years have averaged about 896,000 pounds.

## SUNFLOWER SEED PRODUCTION SLIGHTLY LARGER

Sunflower seed production is expected to be slightly larger than a year ago, according to Government forecasts. Smaller production in Illinois is expected to be offset by larger crops in Missouri and California. The carryover was believed to be larger than last year when it was smaller than usual. Prices were lower than last year in all sections.

Production in Missouri is expected to be larger than last year on account of heavier yield per acre. The crop is estimated at 4,000,000 to 5,000,000 pounds. Weather in early September was unfavorable for drying and the seed carried considerable moisture. Harvesting began mostly between September 10 and 17, about a week later than last year. Growers were offered mostly \$2 to \$2.50 per 100 pounds, compared with \$4 last year, \$3.25 to \$3.75 two years ago and \$2.25 to \$2.75 three years ago.

## HARVEST THIS MONTH

Production in Illinois is estimated at about 5,500,000 pounds, compared with 6,500,000 pounds a year ago. Acreage increased about 25 per cent but yield per acre is expected to average much less than a year ago. The crop was planted late and harvesting may not be general before October 15. Quality is expected to be only fair. Attacks by weevil were less severe than a year ago in the southern district but were rather severe in the central district.

The crop in California is estimated at about 5,000,000 pounds, compared with 4,500,000 pounds last year. Larger production was due to further expansion of acreage in the delta land south and west of Stockton. Production fell off about 40 per cent in the Manteca district on account of reduction of acreage in that district although yield per acre there was slightly larger than a year ago. Growers were offered mostly \$3.15 to \$3.25 per 100 pounds for country-run seed.

The Forrest City (Ark.) Cotton Oil Company is building a \$50,000 seed house.

The new seed house of the DeKalb (Ill.) County Soil Improvement Association will be finished this month. The structure is of brick and consists of

two stories and basement. The house replaces the one destroyed by fire.

The Four "H" Seed Company, Little Rock, Ark., has been incorporated for \$50,000.

An addition, 32 by 64 feet, is being built to the seed warehouse of B. P. St. John & Son, Worthington, Minn.

The Oklahoma Wheat Pool Corporation has installed a smut-treating machine for seed in the Cherokee, Okla., elevator.

The new addition, 75 by 76 feet, to the Kelly Seed Company's plant at San Jose, Ill., has been completed. It has a capacity of 70,000 bushels.

The Goldberg Seed & Feed Company has bought the packing plant at Moorhead, Minn., formerly occupied by the Superior Oil Company. The consideration was \$4,000.

Foreign exporters are finding a strong demand in Latvia for Red Clover and bastard Clover seeds. Prices on these vary from \$3.47 to \$4.25 per pood or 36 pounds. The bulk of the inquiries come from London.

The National Seed & Importing Company, formerly known as the National Seed Company, has been incorporated at Omaha, Neb., with a capital of \$25,000. Incorporators are Joseph Brezacek, Rose Rosicky, John G. Rosicky, Stanley Serpan, and B. W. Bartos.

The Northern Field Seed Company has been recently formed to take over the O. A. Talbott Seed Company of Keokuk, Iowa. New cleaning machinery has been installed in the plant. J. B. Leveille is president, and David P. Campbell, formerly of New Albany, Ind., and Louisville, Ky., is manager.

## IN THE COURTS

A judgment of \$892.25 has been granted by the Baltimore (Md.) court of appeals to the Lexington (Neb.) Mill & Elevator Company in its suit against Morris Bernard, Baltimore baker, in re a shipment of flour in 1924.

The case of the Fredonia (N. Y.) Seed Company against the Card Seed Company, which has been running for a year, has closed with the former company winning its injunction to restrain the latter company from imitating its package design.

James A. Keith who operates a grain elevator and implement store at Hyatt Station (Plainville p. o.), north of Washington, Ind., has gone into voluntary bankruptcy. He has made an assignment deed, for the benefit of his creditors, to Stephen E. Myers, assignee.

John C. Sweet, receiver for the H. Poehler Grain Company, Minneapolis, Minn., has asked the United States district court for authority to pay an additional dividend to creditors. There is sufficient money on hand to pay a dividend of 7 per cent on outstanding claims.

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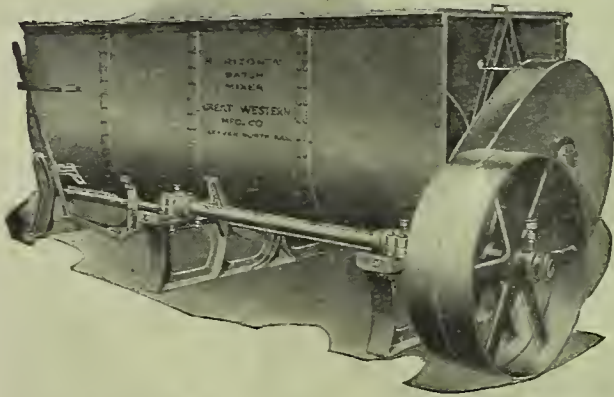
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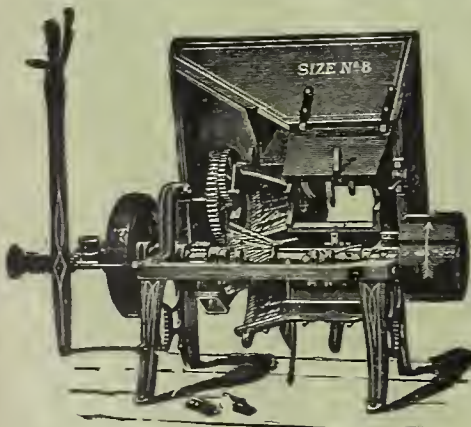


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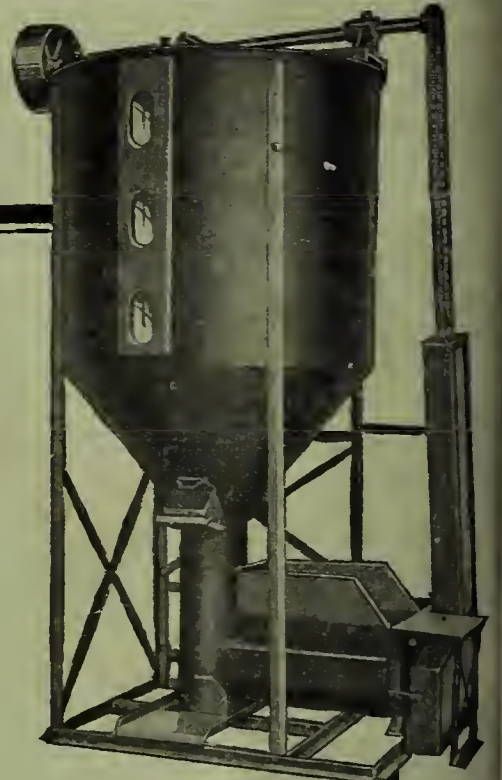
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